

GRAIN & FEED JOURNALS

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A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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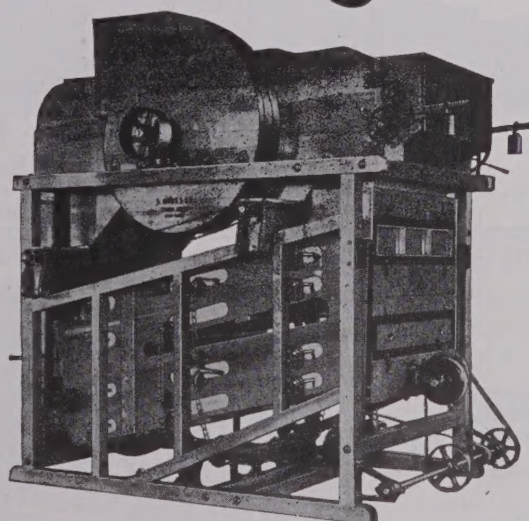
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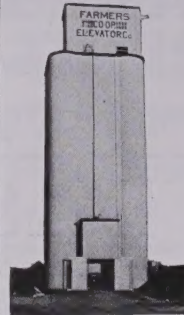
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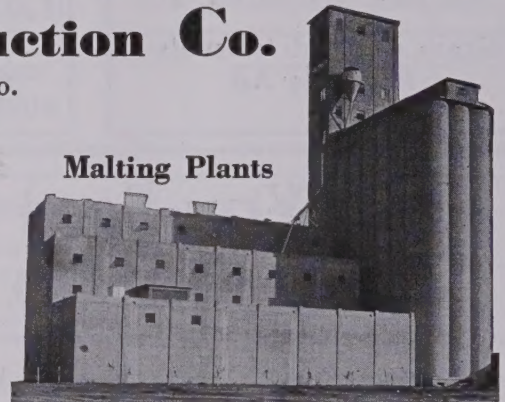
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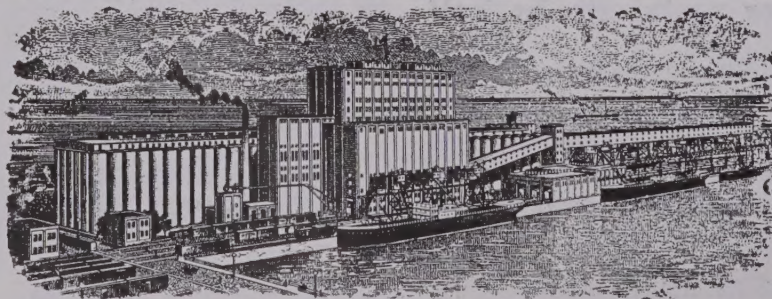
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A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

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30" Sprout Waldron double motor driven attrition mill \$300.00; 24" Bauer belted type \$75.00; Monitor corn cracker \$35.00; 30 h.p. Waukesha 4 cyl. gasoline engine \$175.00; 90 h.p. Venn Severin 3 cyl. oil engine \$375.00. Hundreds of REBUILT-GUARANTEED electric motors, all makes, types and sizes at money saving prices. Write us on your requirements. Rockford Electric Equipment Co., 728 South Wyman St., Rockford, Illinois.

MOTOR-PUMPS: Guaranteed rebuilt electric motors, pumps, etc. Largest stock in Illinois, outside of Chicago. Will take your equipment in trade; also offer emergency motor repair and rewinding service. Distributors for Wagner and Peerless motors, specially adapted for farm and grain elevator application. We offer free engineering advice on your problems. Write us without obligation. New illustrated bulletin No. 23, just off the press, will be mailed on request. Rockford Power Machinery Co., 6th Ave. and 6th St., Rockford, Ill.

MACHINES FOR SALE

CORN CUTTER & Grader—has motor—used very little. 84G5, Grain & Feed Jnls., Chicago.

FEED MIXER—one ton—floor level feed—has motor—good as new. Write 84G7, Grain & Feed Journals, Chicago, Ill.

HAMMER MILL with 25-h.p. motor and all attachments. Priced to sell. Write 84G8, Grain & Feed Journals, Chicago, Ill.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 84G6, Grain & Feed Journals, Chicago, Ill.

MACHINERY BARGAINS

Two and three pair high 9x30 roller mills; 24 in. motor driven, air cooled, Dreadnaught attrition mill; 24 in. Robinson Attrition Mill with two 20 hp. motors; 24 in. Sprout-W. Attrition Mill, two 20 hp. motors. Clipper Cleaners, Carter Disc Separators, Corn Cutter and Graders; Corn Shellers; Cob Crushers; Horizontal and Vertical Mixers; Engines and Motors. Everything for Flour and Feed Mill. A. D. Hughes Co., Wayland, Mich.

MACHINES FOR SALE

FOR SALE—4 Double Stands Allis Roller Mills. 10x36. Continental Grain Co., 430 S. Front St., East St. Louis, Ill.

JACOBSEN UNIVERSAL No. 5 Hammer Mill, direct connected 50 h.p. ball bearing 2200 volt motor. Will sell it at real bargain. Write Farmers Grain & Coal Corp., Salem, S. D.

WE HAVE A. C. motors 1/4 h.p. to 60 h.p., shafting, hangers, pulleys, belting, bucket elevators, screw conveyors, elevator legs, heads and boots; galvanized iron bins and hoppers, reels, scalpels, aspirators, roller mills, grinders 20 ton Columbia Scale; 12' Howe batch mixer and other machinery. At sacrifice prices. Mill Equipment Co., 319 W. Chicago Ave., Chicago, Ill.

SCALES FOR SALE

SELL YOUR SECOND HAND Machines Now—tomorrow they will not be worth as much as they are today. A shiny machine which has just been in operation sells quicker and brings a bigger price than a dirty, rusty one.

The Last Word in Clark's Direct Reduction Grain Tables

is a combination of our popular 7-card set, Form 3275 Spiral and our new Truck Loads to Bushels, Form 23,090 Spiral which reduce by 10 pound breaks any weight of grain from 600 to 23,090 pounds to bushels of 32, 48, 56, 60, 70 and 75 lbs.

Carefully printed from large clear type, using jet black ink, showing the bushels directly beside the weight of grain reduced and distinctly separated by rules and spaces so as to prevent errors in reading. The most practical, the most helpful grain reduction tables ever published. Their use will return their cost every day of the busy season in labor and time saved and errors prevented.

The spiral binding keeps the cards flat, and in regular sequence, and prevents the exposure of more than one grain at a time so it is easy to keep wide open the tables for the grain being received.

Both sets of tables are printed on heavy six ply tough check of durable quality, 11x13 inches with marginal index. Shipping weight, 3 lbs. You can get both sets described below for \$2.60, plus postage.

Direct Reduction Grain Tables											
32 lbs. per bushel—OATS											
32	48	56	60	70	75	32	48	56	60	70	75
32	48	56	60	70	75	32	48	56	60	70	75
48	56	60	70	75	32	48	56	60	70	75	32
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75	32	48	56	60							

EFFECTIVE AND ECONOMICAL DUST CONTROL



is the result of

EXPERIENCE!

OUR SERVICE IS COMPLETE —

Only three elements are necessary to produce a dust explosion. These elements are:

- 1—Dust in Suspension
- 2—Oxygen
- 3—A source of ignition

Eliminate one of these factors and an explosion is impossible. Most easily eliminated is dust in suspension.

1. EFFICIENT EQUIPMENT

for all dust control problems.

2. PROPERLY ENGINEERED

to meet individual requirements.

3. EXPERTLY INSTALLED

by capable, well trained mechanical force.

THE DAY COMPANY

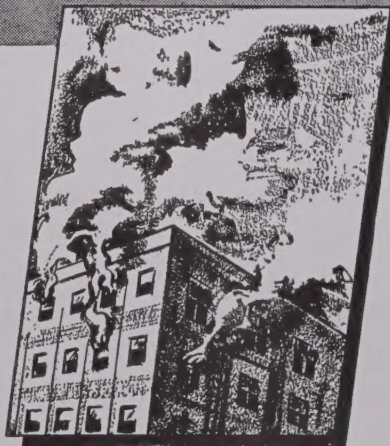
2938 Pillsbury Ave.

Minneapolis, Minn.

In Canada: The Day Company of Canada, Ltd.

THIS DIDN'T "JUST HAPPEN"
...**DUST CAUSED IT!**

...And
dust control
could have
prevented it!



Fire, dust explosion, or other disaster . . . some hidden defect is almost always the cause. Our trained, experienced, engineering service can "X-ray" your plant and minimize the possibility of sudden death to your investment.

Let us prove our ability to analyze your protection problem. We've devoted a life-time to fire prevention in the mill and elevator field.

MILL MUTUAL FIRE PREVENTION BUREAU

400 West Madison Street - Chicago

Write us today for your free copy of our illustrated booklet, "The Control of Dust in Grain Handling and Processing Plants."

WHAT DO YOU NEED

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Hammer Mill
Attrition Mill	Head Drive
Bag Closing Machine	Leg Backstop
Bags and Burlap	Lightning Rods
Bearings { Ball	Loading Spout
{ Roller	Magnetic Separator
Belting	Manlift
Bin Thermometer	Moisture Tester
Bin Valves	Motor Control
Bleachers and Purifiers	Mustard Seed Separator
Boots	Oat Clipper
Buckets	Oat Huller
Car Liners	Plans of Grain Elevators
Car Loader	Portable Elevator
Car { Puller	Power { Oil Engine
{ Pusher	{ Motors
Car Seals	Power Shovel
Cipher Codes	Railroad Claim Books
Claim (R.R.) Collection	Rope Drive
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Concrete Restorer	Scales { Truck
Corn Cracker	{ Hopper
Conveying Machinery	{ Automatic
Distributor	Scale Tickets
Dockage Tester	Scarifying Machine
Dump	Screw Conveyor
Dust Collector	Seed Treating { Machine
Dust Protector	{ Chemicals
Elevator Leg	Separator
Elevator Paint	Sheller
Feed Formulas	Siding-Roofing { Asbestos
Feed Ingredients	{ Steel or Zinc
Feed Mixer { Dry	Silent Chain Drive
{ Molasses	Speed Reduction Units
Feed Mill	Spouting
Fire Barrels	Storage Tanks
Fire Extinguishers	Testing Apparatus
Foundation Restoration	Transmission Machinery
Grain Cleaner	Waterproofing (Cement)
Grain Dryer	Weevil Exterminator
Grain Tables	Wheat Washer

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BUREAU

Grain & Feed Journals, 332 So. La Salle St., Chicago

GRAIN & FEED JOURNALS

CONSOLIDATED
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of

GRAIN DEALERS JOURNAL
Established 1898

**AMERICAN ELEVATOR &
GRAIN TRADE**
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT - GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., FEBRUARY 26, 1941

"HALF the country's farmers are tenants" according to some authorities, which means that all grain buyers must familiarize themselves with the financial standing of the tenants of their territory if they are to avoid paying for grain covered by a lien or a mortgage.

THE WORKER who chooses for his own convenience or to save time, to cross an open screw conveyor instead of using the walkway provided, and argues that he has always done so without accident hasn't a leg to stand on after the one time he stepped into the screw and had his leg ground off above the knee.

ANOTHER ELEVATOR was sacrificed to over-confident fire fighters and a hasty conclusion last week, when a South Dakota elevator was burned after the fire was supposed to be extinguished. So many elevators have been burned at night after the fire was put out, a vigilant all night watchman is needed to insure the safety of the property. Fires are often revived by a slight draft over what were supposed to be exhausted embers.

CANADIAN oat shippers are taking advantage of the premium offered for U. S. dollars and flooding New England states with bright, heavy oats of superior quality, and, of course, will have an advantage in supplying the New England market until Canadian and United States dollars are again on equality.

UNDER the uniform elevator agreement in which the Secretary is the other party to the contract, if there is free time available in the elevator after the C.C.C. has moved out its corn the F.C. I.C. or some other government agency can come in with wheat and use the balance of the storage period without storage charges.

ALTHO the CCC has disbursed over a billion and a half dollars in trying to boost the price of farm products, its accumulated surplus of grain is depressing the market value far more than it ever helped the producer. Its record simply duplicates the tragic flop of the Federal Farm Board, which wasted "a revolving fund" of half a billion in trying to boost market prices. The law of supply and demand persists in ignoring the misguided bureaucrats who strive to control market values.

EMBEZZLERS seem to have been discouraged from adding arson to their crime by the publicity given to convictions. Crooks are warned that altho clever lawyers may get them off scot free on an embezzlement indictment, the insurance company investigators are tougher than the local county prosecuting officials when it comes to proving the elevator was burned to conceal theft of grain. The reluctance of underwriters toward paying insurance on grain that never was burned is becoming contagious.

AMATEURS placing corn in steel bins for the C.C.C. have overfilled them, so that in Calhoun County, Iowa, a member of the county com'ite declares it is impossible for A.A.A. officials to get inside the bins to make an inspection; and orders have been issued to remove surplus corn from the tops of all government steel bins. All this grief could have been spared the officials had they entrusted storage of grain to regular grain dealers, who by the elevator agreement keep the grain in condition at their own expense.

A FARMER and his country grain elevator can not apply milling and baking tests to wheat as a criterion of its value to the baker and the miller and such qualifications have no place in determinations of grade intended for general application as federal standards. Central markets have testing laboratories where the grain receiver can have a protein determination made for a shipper who has good reason to believe his carload has a high protein content and should command a premium.

THE continued damp weather throughout the winter in most of the grain surplus states, where grain is stored in open cribs or barns, has prevented corn drying out sufficiently to insure safe storage of the 1940 crop. So the owners and operators of driers have been kept busy at profitable work.

THE PACKING trade that in other years demanded heavy hogs weighing 260 to 320 pounds now is paying top prices for the smooth 200 to 240-lb. hog. Wise farmers saving the corn required to put on the extra weight leave that much more surplus for the government to pay for under its loan plan.

THE increase in the average net earnings of representative farmers elevators in all parts of the state of Illinois from \$3,175 in 1938 to \$5,856 in 1940 is encouraging to believers in better business practices. Their increased investment of \$1,006 per company in property in 1940, compared with 1939 increased their opportunity of service to patrons with corresponding profit.

THE CHAMPIONS of prohibition of anyone selling grain for future delivery will be shocked by the recent recommendation of the Commodity Exchange Administration for the establishment of a futures market for raw wool. The present wool futures market deals only in wool tops. It is most encouraging to every dealer in any commodity for future delivery that the Administration has found enough real value in futures trading to recommend the establishment of a market wherein all wool futures may be safely traded in.

FIELD seed business is beginning to pick up, and alert elevator men will lay in a stock of bright, clean seed of superior quality and suited to the soil and climate of their immediate neighborhood. The higher the germination the more grain will the elevator men handle from the next crop. Farmers are now giving more serious consideration to the selection of choice seed of preferred varieties, and elevator men should experience no difficulty in finding a ready market for better seed, which will help farmer patrons to market more and better grain after harvest.

SALES of fertilizer can be increased by dealers who will call the attention of their patrons planting hybrid corn to the fact that the hybrid is more efficient in converting soil fertility into a crop. It demands more of the soil. On a test plot in Ogle County, Illinois, without soil treatment, the open pollinated yielded 39 bus. and the hybrid 43 bus. If fertilized the open pollinated would have yielded little more and the hybrid 30 bushels more, judging by last year's tests in northern Illinois where the five best hybrids exceeded the open pollinated by 37 bushels per acre.

HITHERTO farming has been a way of living rather than a business. The 1940 Census seems to portend a coming change. On Apr. 1, 1930, there were 6,288,648 farms containing 986,771,016 acres. Ten years later the number of farms decreased to 6,096,789, but the acreage, on the contrary, increased to 1,060,507,355 acres. This indicates that the farms are passing from the control of the inefficient to the more business-like farmer, who, instead of producing for his own use and consumption, does so for the cash required to pay taxes and to buy the many things that mechanized industry produces cheaper than he can make them.

EMPLOYERS of eight or more doing an interstate business owe it to themselves to peruse the decision of the U. S. Supreme Court upholding the validity of the Wage-Hour law and to give special consideration to the keeping of records of the wages paid each employee. In passing on the law the Court said, "Since, as we have held, Congress may require production for inter-state commerce to conform to those conditions, it may require the employer, as a means of enforcing the valid law, to keep a record showing whether he has in fact complied with it. The requirement for records even of the intra-state transaction is an appropriate means of the legitimate end."

THE KANSAS CITY charges that the federally licensed inspectors are unjustifiably discriminating against that market in grading down wheat as unfit for human consumption, when the same wheat has passed inspection elsewhere, merits investigation. Before the Grain Standards Act was passed it was alleged that inspectors eased up or stiffened on grades as the interests of the market seemed to demand. If prices were down it was charged that the inspectors were more rigid in application of their own rules so buyers could reject shipments as not up to contract grade. Now the Federal Supervision is well equipped thru its intermarket reports to accomplish uniformity.

DISCRIMINATING against established grain merchants of experience, who have modern facilities for storing, handling and improving grain, altho it costs twice as much to store in government owned steel bins, may satisfy the bureaucrats' grudge against the grain commission merchants but it will not long mislead intelligent taxpayers who are averse to wasteful practices. The grain dealers of the land have long entrusted their grain shipments to the commission merchants because of their familiarity with the rules and regulations of the grain inspection and weighing departments as well as the grain carriers. Their efficiency in safeguarding the interests of shippers has more than justified the fair commission charge for their services.

Some Hazards of Out-of-Date Scales

Every owner of an old style, small capacity wagon scale knows full well his weighing facilities are not suited to weighing heavy loads of grain delivered to the elevator in over-sized trucks. The danger to the grain buyer's pocket book rests in probable losses as the result of incorrect weights, and even heavier losses as the result of heavily laden trucks wrecking the little wagon scales, with dire results to the owner and the operator of the truck. Of course, the small capacity wagon scale may also be put out of business permanently.

The owner will be better off if he discontinues the use of the small scale and replaces it with a 20-ton truck scale upon which he can depend for an accurate weight of every load. Many country elevator men are installing 30-ton truck scales, and occasionally a 40-ton truck scale has been installed.

In the early days of the elevator business many grain buyers tried to do business by estimating the weight of wagon loads received from farmers, but it did not take them long to find out that the grain buyer equipped to give accurate weights was the most attractive market for the grain grower.

Some elevator owners who are still using small capacity scales take the precaution to post a large sign in the driveway to scale, warning truckers with heavy loads to keep off. The hazards and the handicaps accompanying the continued use of small capacity scales are too many and too great to tolerate their continued use. The only safe way out of the difficulty is to install up-to-date weighing facilities of large capacity.

The Weevil Menace

Grain dealers everywhere are thoroughly aroused over the unusual infestation of farm stored grain, and many are refusing to take in lots offered by farmers when containing weevil, fearing the spread of the pest throughout the house. Even grain dealers in the mild climate of the Pacific Northwest are thoroughly aroused and holding meetings in hope of finding some effective remedy for reaching the pest and minimizing their loss on grain shipped.

The average moisture content of the grain of many sections is so much higher than usual, the grain is more inviting to all grain pests. Even Montana, the coldest state of the Northwest, is suffering from weevil, and the farm stored wheat of Alberta is again infested with mites.

Some sections are complaining most vociferously against the bran bugs, the Angoumois moth and the Indian Meal moth. In fact, the complaint of grain dealers generally is more vigorous than for many years past, all due, no doubt, to the unusual amount of grain stored

on the farm and to the high percentage of moisture content of stored grain. The high average temperature prevailing in the grain surplus states is also favorable to the propagation of all varieties of grain infesting insects, none of which thrive in sub-zero weather.

Grain dealers at every country point owe it to themselves to warn their farmer patrons against the unusual activity of the grain pests and persist in recommending frequent inspection and fumigation of all grain stored on the farm. When the grain is brought to market the vigilant buyer will scrutinize every load with an eagle eye, as well as a nose alert for musty weevil odors.

What Does the Wage-Hour Law Mean?

The contradictory interpretations of the meaning and requirements of the Federal Wage-Hour law has everybody thoroughly puzzled, and even the representatives of the Wage-Hour Division of the N.L.R.B. are unwilling to make positive statements regarding the law or the rules designed for its enforcement. Any man who thinks he knows exactly what is meant by the laws, the rules, and their interpretation, is scheduled for a real shock.

Recently two decisions rendered by U. S. District Court of Northern Texas as to what constitutes regular rate of pay were contrary to one another, although the legal issues involved in both cases were the same. It has been pointed out that the law explicitly provides for over-time compensation on the basis of the rate at which the employee is employed. One judge insists that Congress did not intend to strike down the right of the employee and the employer to contract with reference to wages which are in excess of the minimum stipulated by the law.

With all these contradictory interpretations, rulings, and decisions confronting the average employer, how is any employer to be sure he is abiding by the mandates of the Congressional Act? Loosely drawn laws which admit of contrary interpretations are confusing and confounding, and fail in the accomplishment of any real benefit to either capital or labor. Doubtless the original purpose of the overtime provisions of the law were designed primarily to increase employment during regular hours, but in this the law seems to have failed. Until the law is amended and clarified, all affected must be puzzled to know what to do.

FUTURE trading open interest in wheat this February has dropped to the lowest level in recent times on the Chicago Board of Trade, as might be expected when the enormous stocks held by the government discourage investment buying.

Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

Soybean Processors in Ohio

Grain & Feed Journals: Will you favor us with the names of soya bean processors located at Cleveland, Ohio?—Earl Monnier, Charles H. Monnier & Son, Utica, N. Y.

Ans.: No soybean processor has a plant located in Cleveland, but several are located at other Ohio points. These include: The Berea Milling Co., Berea; The Drackett Co., Cincinnati; John W. Eshelman & Sons, and Ralston Purina Co., Circleville; Swift & Co., Fostoria; Old Fort Mills, Marion; A. E. Staley Manufacturing Co., Painesville; Archer-Daniels-Midland Co., and Larowe Milling Co., Toledo, and Soya Processing Co., Wooster. Many more soybean processing plants are located in Indiana, Illinois, Iowa, Michigan, Kentucky, and other Corn Belt states tributary to soybean growing sections.

Maker of Seed Disinfectant?

Grain & Feed Journals: We find an editorial in the Journal on ethyl mercury phosphate, which has gone thru some tests at the New York Experiment Station. How can we get in touch with the manufacturer of this product?—A. S. Fetterman Co., Spokane, Wash.

Ans.: Ethyl mercury phosphate is sold under the trade name "new improved Ceresan" by the Bayer-Semesan Co., Wilmington, Del.

This organic mercury dust controls scab, seedling blight, bunt, stinking smut, flag smut and root rot of wheat; barley stripe, covered smut and black loose smut of barley, damping off and seed rotting of flax; loose and covered smut of oats; stem smut and stinking smut of rye.

An advantage of this fungicide is that it is permanently effective.

Weevil in C.C.C. Wheat?

Grain & Feed Journals: Is a warehouseman operating under the uniform storage contract responsible for all charges in connection with ridding loan wheat of weevil?—A. J. Metzger.

Ans.: Paragraph 19 of the uniform grain storage agreement provides: "That the warehouseman, at his own expense, will take all necessary steps to keep all eligible grain which is stored in the warehouse, whether commingled, specially binned or otherwise stored so as to preserve its identity, from going out of condition and shall condition any such grain which is out of condition or in danger of becoming so, to the extent that the warehouse is equipped to do so."

Paragraph 28, part (d) defines: "Conditioning means re-elevating, screening, blowing, cooling, resacking, repair of sacks, fumigating or such other operations as may be necessary to preserve the class, grade and quality of the grain."

The foregoing makes the warehouseman responsible for all charges in connection with ridding loan wheat of weevil.

No Getting Around Landlord's Lien?

Grain & Feed Journals: Under leases made by Thomas A. Scully, owner of 91,000 acres of farm lands in Illinois, a tenant has no title to buildings and other improvements made by tenant unless all arrears of rent are paid.

What recourse has a grain dealer buying grain from a tenant, or supplying materials to the tenant, to defend himself against suit by landlord, or to recover for building materials or feed sold to a tenant under such a lease?—Emden Farmers Grain Co., Emden, Ill.

Ans.: The terms of the lease in no way change the status of tenant and grain dealer under the laws of Illinois.

The lease neither weakens nor strengthens the landlord's lien, and it can not be defeated.

The lease does encourage a tenant to erect

valuable structures on the land, the landlord in the lease agreeing to disregard the Illinois law under which all improvements of a fixed character accrue to the landowner, even tho erected at tenant's expense. If a tenant desires to quit and has paid all arrears of rent the lease

successor tenant for what they are worth.

The buildings or other improvements made by the tenant not being removable except by consent of the landlord the supplier has no means of enforcing a mechanics' lien, as he does when an owner of the land contracts for the material or labor.

Exempt from Wage Act?

Grain & Feed Journals: The larger part of our business is shipping bulk grain to terminal markets, but we also do a retail business, selling coal, grain, seed, etc., to farmers.

We normally employ three men, but at times we may have five during wheat harvest for two weeks. Are we subject to the wage and hours law. If so, what is the minimum wages we must pay.—Medora Elevator Co., Medora, Ill.

Ans.: The establishment at Medora is exempt because "all the commodities processed come from farms in the general vicinity of the processing establishment and the number of employees there engaged in such processing does not exceed seven," quoting Part 536 of Regulations defining the term "Area of Production" as used in the Act passed by Congress in 1938.

No Conflict Between Wage and Motor Carrier Acts?

Grain & Feed Journals: According to your recent information a truck driver who occasionally crosses a state line and brings feed back for us to retail is under the Wage and Hour Law. Have also been told that these drivers are under Motor Carrier Act, both laws covering the same employees. How do we tell which one to comply with?—H. H. Green, M. & E. Co., Pattonsburg, Mo.

Ans.: The regulations do not conflict. The Wage & Hour Division under the Fair Labor Standards Act concerns itself with minimum wages and payment for overtime. The Interstate Commerce Commission under the new Motor Carrier Act concerns itself with safety, and rates charged by common carriers by motor vehicle for hauling freight.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Feb. 28, Mar. 1. Western Seedsmen's Ass'n, Hotel Fontenelle, Omaha, Neb.

Apr. 24, 25, 26. California Hay, Grain & Feed Dealers Ass'n, San Francisco, Cal.

May 16, 17. Kansas Grain, Feed & Seed Dealers Ass'n, Wichita, Kan.

June 2, 3. The Ohio Grain, Mill & Feed Dealers Ass'n, at the Deshler-Wallick Hotel, Columbus, O.

June 9, 10, 11. Society of Grain Elevator Superintendents, Minneapolis, Minn.

June 12, 13, 14. American Feed Mfrs. Ass'n, Homestead Hotel, Hot Springs, Va.

June 16, 17, 18. American Seed Trade Ass'n, Jefferson Hotel, St. Louis, Mo.

Wrongful Act of Government Agency

The Emergency Crop and Seed Loan Office, a subsidiary of the Farm Credit Administration, wrongfully converted to its own use 500 lbs. of lint cotton on which H. K. Helms had a lien for rent, superior under the laws of North Carolina to any title of the government agency.

Altho the defense was that the agency could not be sued, the Superior Court of Union County gave judgment for Helms and the jury allowed \$75 damages.

On appeal, the Supreme Court of North Carolina reversed the lower court, Justice Seawell saying:

"The want of reciprocity in securing relief for wrongs committed by an agency given such wide power of dealing with the citizens of the State—and almost certain to complicate the rights of others—is a subject that might appeal to the law-making bodies, but one over which this court has no jurisdiction. The propriety of adjustment of matters of this kind thru administrative process or other methods which the Government may have seen fit to provide is not subject to criticism here.

"This court is without power to aid the plaintiff."—9 S. E. Rep. (2d) 822.

The blighting hand of government steps in and deprives the landlord of his rent unjustly, unfairly.

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

	Option		Feb.		Feb.		Feb.		Feb.		Feb.		Feb.		Feb.	
	High	Low	13	14	15	17	18	19	20	21	24	25	26	27	28	29
Chicago	89½	70	79½	77½	79	78	79	79½	81½	80½	83½	82½				
Winnipeg	78¾	75½	77½	77	76½	77	77½	77½	77½	77½	77½	77½				
Kansas City	84	63½	72	72½	71½	70½	71	72½	73½	73½	76½	75½				
Minneapolis	88¾	68½	73½	79	79	77½	78¾	79½	80½	80½	83½	82½				
Duluth, durum	80½	71¾	73¾	74½	74½	73¾	73¾	74¾	75¾	76	79¾	79½				
Milwaukee	89½	70	79½	79½	79	78¾	79	79½	81½	80½	83½	....			
Corn																
Chicago	66	54½	60½	60½	60½	59½	60½	61½	61½	60½	61½	61				
Kansas City	61½	56	58	58	57½	56¾	57½	58½	58½	57¾	59	58½				
Milwaukee	65½	55	60½	60½	60½	59½	60½	61½	61½	60½	62	....			
Oats																
Chicago	38	28½	35½	35½	34¾	34	34¾	35	35½	34¾	36	35½				
Winnipeg	35½	26½	35½	34¾	34¾	34¾	34¾	35½	35½	34¾	35½	35½				
Minneapolis	34¾	26	31¾	31¾	31¾	30¾	30¾	31¾	31¾	31¾	32	31¾				
Milwaukee	38	28½	35½	35½	34¾	34	34¾	35	35½	34¾	36	....			
Rye																
Chicago	52½	40¾	43	43½	43	42	42½	41¾	42	41½	42¾	41¾				
Minneapolis	48½	39½	41½	41½	40¾	39½	40¾	40¾	40¾	40¾	41½	41½				
Winnipeg	52	43¾	49¾	49¾	48¾	48¾	49	49¾	49¾	49¾	50½	50½				
Duluth	48	39¾	41¾	41¾	40¾	39¾	40¾	40¾	40¾	40¾	41½	41				
Barley																
Minneapolis	43¾	38	41¾	41¾	41	40¾	40¾	40¾	41	41	42	42½				
Winnipeg	48¾	33½	46¾	46¾	46¾	46	46¾	46¾	46¾	47½	48	48¾				
Soybeans																
Chicago	105	69	92½	91½	91½	90	89¾	91½	92	90½	93½	92½				
Canada Exchange	....	....	83	83¾	83¾	85	84½	84½	84½	84½	84½	85				

Speculator Essential in Marketing

By Dr. GEORGE I. CHRISTIE, Pres. Ontario Agricultural College, Before Ass'n of Grain Commission Merchants, Chicago

When prices are low and farmers are getting a poor return for their crop, criticism of the grain trade reaches a stage where our government has found it necessary to appoint commissions to investigate the whole problem. These reports have been published and I think that I can safely say that in every case they have supported the grain commission men and the legitimate activities of these groups.

One serious question raised was that of the trade in grain futures. It was felt by some that this activity was responsible for the troubles in the grain market. On the request of the Canadian Government, Mr. Josiah Stamp was brought to Canada in 1931 to make an investigation. On the question of trading in grain futures, he makes this statement:

"In brief, our answer to the question submitted is that, in addition to the benefits reflected to the producer in furnishing a system of insurance for the handling of his grain, and in providing an ever-ready and convenient means for marketing the same, futures trading, even with its disadvantages of numerous minor price fluctuations is of distinct benefit to the producer in the price which he receives."

Weighing advantages against disadvantages, the definite finding of the Stamp Commission, as summarized above, was that the system creates net benefits in at least three main directions:

1. It furnishes an effective and convenient system of price insurance in the merchandising of grain.
2. It makes possible a continuous market in which cash grain can at any moment be bought or sold, and the transaction financed, at prices having a direct relationship to world prices, and
3. Its net result, despite the temporary disturbance of which operations in the futures market may at times be the cause, is to give to the producer a somewhat better price than he could otherwise obtain on the average hope to secure."

A few years later another commission was appointed under the leadership of Hon. Mr. W. F. A. Turgeon. The subject of speculation received special consideration. You will be interested in the conclusion on this point: "It seems abundantly clear from the foregoing statements and from all the evidence I have on the subject that business on the Chicago Board of Trade would be seriously handicapped, if not wholly dislocated, by the elimination of speculative buying and selling (or even by the elimination of only speculative selling) in the market."

"I am convinced by the evidence that the presence of speculators in the Winnipeg futures market is just as essential to the proper functioning of that market as is the case in Chicago. The volume of their transactions may not be as great, and on this point there is no definite evidence, but experience has shown that in Winnipeg if the speculator is away the market is in difficulties."

Will it not be well, at opportune time, to place this kind of information before those interested in the marketing problems?

It also seems desirable to emphasize the place of the commission man in the marketing of grain. No longer is it possible for the farmer to sell direct to the consumer, the distances are too great. Whether we like it or not, our present plans call for a middle man.

D. A. MacGibbon in his book on "Canadian Grain Trade" has set out the duties of the commission man: "The commission man watches over the farmer's shipment from the time it is placed in his hands. He provides a checking service when the sample is graded, and if

not convinced that the grade set is correct, will enter an appeal for a higher one. He is active in endeavoring to secure for grain of especially good quality a premium over the price for the grade. He scrutinizes the returns from the terminal elevator to ascertain that they are in order, particularly with respect to the charges and allowances for dockage of other grain. In brief, the commission man provides a skilled service to the farmer who places his grain in his hands to sell."

It is also of interest to find that the grain commission men are better pleased and do more satisfactory business for everybody when prices of grain are high. They are not interested in keeping prices of grain down. They make every effort to get the highest possible price for the farmers. One problem before us at the present time is that of having our farmers understand the whole situation.

Trucker Uses a Magnet on Scales

The experience of Joseph Whyte, elevator operator at Cody, Neb., shows that the grain dealer who lets stranger truckers get near his scales is taking a chance of being defrauded in weights.

The trucker, Joe Keller of Storm Lake, Ia., with two companions, Raymond Breit and Wm. Peve, hauled oats to Whyte's elevator.

Mr. Whyte says, "The tricksters used a magnet on the counterbalance of the scale. Besides they used muscle to increase the shortage."

Breit and Peve soon were taken into custody and lodged in jail under \$1,000 bond. The county sheriff went to Sioux City to get Keller Jan. 28, just one month after the sale of oats.

Washington News

Rep. Wright Patman has reintroduced his anti-chain tax bill as H.R. 1.

Defense officials are said to have worked a method of placing a ceiling over the price of any basic commodity.

A W.P.A. item of \$70,024 for the eradication of black stem rust in Minnesota has been approved by the president.

For the establishment of additional grain appeal offices the U.S.D.A. has requested the appropriation of \$25,000, one of them to be at Decatur, Ill.

The secretary of agriculture has asked the grain policy com'tee to investigate complaints that the methods used by the C.C.C. in selling government owned wheat discriminate against cash grain merchants.

Hugh A. Butler, the new senator from Nebraska, has been appointed chairman of the following com'tees: education and labor, irrigation and reclamation, post offices and post roads, privileges and elections, and public buildings and grounds.

Steel Bins Prominent

"We have erected and filled 35 steel bins at this station with corn for the Commodity Credit Corp.," writes A. J. Harbor, who operates a cribbed, iron-clad elevator on the C. B. & Q. railroad at Henderson, in Mills County, Iowa. "We received a gross price from the C.C.C. of 3c per bu. for the entire job."

"The bins were filled with a portable elevator. So far none have been emptied. County com'temen have examined the corn several times, and declare it is keeping in good condition. We consider our experience with the steel bins very satisfactory."

Grain merchant Harbor reflects the conviction of a large number of country shippers who have been fortunate enough to enjoy working with an unbiased county com'tee that concerned itself solely with efficiently accomplishing the job for which it was appointed. "We have had," he says, "a very fine county com'tee with which to work. It is always ready to cooperate in every way."

Major corn producing sections got the additional steel bins that were erected last fall and thru the winter months. In such areas steel bins were almost a necessity, with local elevator space crowded and terminals filled. At Gayville, S. D., 25 steel bins were filled early in February by I. G. Corey of the King Grain Co. and George Garvey of J. C. Mullaney Grain Co.

A matter of concern to many of the elevator men who have obligingly cooperated in the erection and filling of steel bins with C.C.C. corn is the gnawing wonder at how the corn will be disposed of when the corn is finally sold and the bins emptied. This is a question that bothered Carl Missel at Wheatland, Ia., who asked, "Are we going to have a chance to buy or handle that corn?"

Whether the grain dealer is able to buy or handle corn out of steel bins depends a great deal upon the county com'tee. Under orders issued by the C.C.C., corn going out of condition must be shipped to terminal elevators equipped to condition grain; but any corn in steel bins may be sold by the county com'tee to anyone willing to pay 65c per bu. for it at the bin.

Where the corn must be shipped the elevators weigh, handle and load it into cars, and receive compensation for this service from the C.C.C.

But at the edges of the areas blessed with steel bins in Indiana, current reports indicate that many bins full of C.C.C. corn have been sold by county com'tees direct to feeders. The feeders buy the corn, scoop it out of the bins and haul it themselves.

These reports indicate that the Commodity Credit Corp., as an agency of the federal department of agriculture, makes no distinction between a dealer and a consumer, or an elevator operator and a feeder. Its price at the bins is 65c per bu., come one, come all.



Elevator and 35 Steel Bins at Henderson, Ia., Filled with C.C.C. Corn by A. J. Harbor.

"Ever-Normal Granary" Expected to Continue

The life of the Commodity Credit Corp. under existing legislation will expire June 30. Agricultural Adjustment Administration officials have indicated that they will ask Congress soon to extend the life of this lending agency and the "ever-normal granary" program, and grant an additional \$500,000,000 to finance its operations.

Without congressional extension of the program the A.A.A. would be left without financial power to continue loan prices on wheat, corn, cotton, and other farm commodities above normal supply and demand levels.

The C.C.C. has approximately \$1,300,000 tied up in loans to growers and in crops taken over in satisfaction of loans. Its lending power under present legislation is limited to \$1,500,000.

Bankhead Would Increase Loans on Basic Crops

Senator John H. Bankhead of Alabama has introduced legislation in Congress to increase federal loans to "parity" on wheat, cotton, tobacco, and rice, and to further restrict the production of cotton, during any year in which marketing quotas are in effect.

"Parity" loans would peg prices at about 15.85c per lb. for cotton, \$1.13 a bu. for wheat, \$1.04 a bu. for rice, 22.4c a lb. for flue-cured tobacco, and 24.8c a lb. for burley tobacco.

Loans at 100 per cent of "parity" would be limited to farmers cooperating with the A.A.A. farm program; loans to non-cooperators would be limited to 85 per cent of "parity." During years when marketing quotas are not in effect, loans would be dropped to 62 to 85 per cent of parity, depending upon current demand for the commodity.

Oats and Rye Future Regulations

The directors of the Chicago Board of Trade carrying out the amendment to Rule 292 published in the Journal page 101 adopted the following regulations Feb. 18:

REGULATION 1838. Futures trading in the so-called old style rye contracts (i.e., in the grades of rye in force prior to July 1, 1941) shall cease and terminate at the close of trading hours on February 24, 1941, except as to such trades as may be thereafter made to liquidate the open interest in old style contracts. No new commitments in old style rye contracts shall be entered into after that date; both seller and buyer in any trade must by such trades reduce his open commitments thereby.

REGULATION 1839. Rye certified by the licensed grain inspectors to meet United States specifications which were in effect June 30, 1941, shall be complete satisfaction of "old style" contracts.

REGULATION 1840. Futures trading in so-called old style oats contracts (that is in the grades of oats described in Rule 292 prior to its amendment on February 24, 1941) may continue during the life of the July and September futures. All contracts for oats or rye entered into must clearly specify whether they are for old or new contracts. Where no specification is designated by the customer, the orders will be executed as new contracts.

There will be no "old" or "new" May contracts and May contracts are not affected by the resolution or regulations.

Outstanding contracts at the close of business February 24, 1941, in July or September rye will be designated as "old" contracts and may be traded in after that date only for the purpose of liquidation. No new commitments may be entered into in "old" July and "old" September rye after February 24, 1941.

"New" July and "new" September rye may be traded in on and after February 25, 1941, and will call for the delivery of the new grades as promulgated by the Secretary of Agriculture.

The above is contingent upon the membership voting favorably on Feb. 24 on the proposed amendments to Rule 292.

Half Truck, Half Rail Shipping

C. H. Stout, Gilman, Ill., chairman of the joint com'te on rail rate adjustments, set up by the Illinois Farmers Grain Dealers Ass'n, and the Illinois Grain Dealers Ass'n, reporting before the annual convention at Peoria of the former, explained the methods of operation of trucks hauling grain over long distances. In his report, he said:

The transportation problem confronting the Illinois grain shipper two years ago, when trucks and barges were upsetting normal trade channels, was most discouraging. It seemed to us then that the railroads were slow to recognize the threat to their business as well as to ours. We are still confronted with the same threats and the same forms of competition, but progress has been made toward a solution.

In effect today are competitive rail rates at 460 Illinois stations which show an average saving to shippers of 1½c per bushel; and during 1940 this has meant a saving of \$575,000 in aggregate. This is a direct saving to producers of grain in the territories enjoying the reduced rates, for shippers promptly reflect such reductions, and the state grain ass'ns may be justly proud of their accomplishment.

The reductions are evidence that most railroads are alive to the seriousness of the mutual problem of country shippers and rail carriers, and they are earnest in their consideration of further proposals for adjustments.

The grain rate structure, with attendant milling and transit rates, is highly sensitive. A reduction or increase in rates of 1c per hundredweight at a given station not only affects near-by shipping points, but disturbs terminal grain centers thru which the reduction may not apply. Hence, proposals for adjustments meet with opposition from the most unexpected places to cause delay after delay in granting even simple requests.

Truck and waterway traffic has outmoded time-worn methods for compiling rate structures. There is now a direct relationship between all classes of freight. The loss of corn shipments to trucks may be because of a published rate on another commodity. Your com'te found, when investigating trucking of corn from a C. & E. I. station in Illinois to Memphis, Tenn., that the trucking company was hauling sweet potatoes from Tennessee to Chicago and taking corn back. A reduction in the grain rate would have had little effect on this traffic since the revenue from the sweet potato haul was the cause of the circuit. Now a reduction in the sweet

potato rate from western Tennessee is being published.

A similar situation exists in trucking of corn from an Illinois Central shipping point in central Illinois to New York. Investigation has shown that fertilizer is being trucked from New York to western Kentucky and southern Illinois and corn is being hauled back as "gasoline money." Such examples demonstrate that corn shipments are lost by reason of rates by rail on other classes of freight. In some cases adjustments should be comparatively easy. For example: truckers from the Cumberland Gap are bringing eastern Kentucky coal to central Illinois and Indiana and taking corn back. When rates on coal and corn in this circuit are considered it would seem that a small adjustment in either rate would solve the problem.

Problems in shipping that are set up by the new forms of transportation must be met by close cooperation between grain shippers and the railroads. Neither can do it alone. A complete overhaul of the present antiquated grain rate structure is needed. The rails should prune out unnecessary transit privileges and abuses, stream-line their rates to fit present day needs, and adapt themselves to present shipping demands to reclaim and hold their business.

Country grain shippers must work with each other and with the railroads in self interest. Other forms of business with a similar problem are bending every effort to meet the situation before the damage is irreparable, and every member of the grain trade should render every possible assistance to the ass'ns fighting to preserve the grain business.

No business can operate satisfactorily "half truck and half rail." Our business will not "just get well after a while" without hard work on our part. Once the grain business goes all truck, it will likely stay all truck, as in the case of livestock. We must not allow our business to reach this position.

The joint com'te, thru the ass'ns, would appreciate accurate and detailed reports on grain movement by truck, showing to what points the grain is moved, and the circuit haul, if possible. Give us the name of the commodity hauled in the circuit that makes possible acceptance of grain at low rates, tell us where the circle starts and where the other commodity is delivered. Such facts will give us a basis for a plan of adjustment.

The country grain business in Illinois is "Big Business." It should go the limit to protect its interests.

Washington, D. C.—Estimated carry-over of wheat on July 1, this year, will be 385,000,000 bus., compared with 282,000,000 bus. on July 1, 1940, reports the U.S.D.A.

The shifting of corn production from the corn belt to the Southern states by reason of the A.A.A. restrictions in the central states is indicated by the increase in the production in North Carolina from 1,892,416 acres and 35,608,833 bus., in 1930, to 2,407,802 acres and 50,797,461 bus. in 1940. The cotton acreage in North Carolina decreased from 1,640,398 in 1930 to 710,228 in 1940.

A wheat grind of 243,766,621 bus. during the six months ending Dec. 31 was reported by an average of 1,085 mills accounting for 95.4% of domestic flour production to U. S. Bureau of the Census. This compares with 251,321,814 bus. reported by 1,052 mills during the same 6-month period in 1939. The Bureau adds that during December, 1940, 61 mills, with capacity for 29,854 bbls., were idle; 6 mills abandoned, 7 mills dismantled, and 4 mills destroyed by fire had a total capacity of 11,845 bbls.



C. H. Stout, Gilman, Ill., chairman Joint Com'te on Freight Rate Adjustments.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Ramsey, Ill., Feb. 20.—Bean acreage about the same as last year, possibly more.—S. E. Stokes.

Madison, Kan., Feb. 21.—The bean acreage here last season was very limited. Look for slight increase this season.—E. B. Shaffer.

Licking, Mo.—Wheat acreage about 75%; condition about 80% of normal; 10% plowed up and sowed to oats and lespedeza.—Farmers Exchange.

Waurika, Okla., Feb. 6.—The wheat has plenty of moisture but does not seem to be doing good; oats and barley the same.—Frank Groseclose.

Walton, Kan., Feb. 18.—Two-thirds of our kafir to be headed and threshed yet, and don't know when we can get in the field.—C. E. Spangler, Farmers Grain Co.

Apache, Okla., Feb. 21.—Condition of wheat crop up to date is 100%. Oats is going into the ground late on account of being too wet to plant. Acreage will no doubt be reduced on this account.—Apache Milling Co.

Leoti, Kan., Feb. 19.—Our growing wheat is good all over west Kansas, some freeze out, but still fair stand. Plenty of moisture, considered 80% normal. Bean crop was not much good. Grow mostly wheat except in sandy ground.—W. P. Klesen, Klesen Grain Co.

New Baden, Tex., Feb. 20.—During 1940 I purchased here 1,500,000 lbs. of Blackeye peas and some 400,000 lbs. of other kinds of peas; no beans. In addition we grow corn, oats, hegira, maize, red-top cane. On account of making a complete failure in the cotton crop because of insects, the acreage to be planted to cotton will be reduced fully 50% and the grain and pea crop increased fully 50%. With a reasonable season our grain crops of all kinds should be fully 25% larger than in 1940.—Paul Schultz.

Dodge City, Kan., Feb. 18.—Not since 1915-16 has the two months, December and January, yielded so much moisture for Kansas. Last week a strong gale of almost cyclonic proportions swept down over the high plains area, drifting soil did some damage to wheat in localities, especially on the sandier soils. Damage from winter kill, as a result of the sudden drop in temperatures during the Armistice Day northerner is now becoming more evident, and in all probabilities, has taken a heavier toll and over a wider area than most of us have suspected. Damage from this source is very spotted, making it very difficult to determine with any degree of accuracy what effect it may have upon the total 1941 production. — J. F. Moyer, sec'y Kansas Grain, Feed & Seed Dealers Ass'n.

Open Interest in Future Deliveries

As reported by the C.E.A. for wheat, corn, oats and rye, and by the Board of Trade Clearing House for soybeans the open interest in all futures on the Chicago Board of Trade recently has been as follows, in 1,000 bus.:

		Wheat	Corn	Oats	Rye	Soybeans
Oct.	5	57,283	19,641	10,119	14,273	3,531
Oct.	11	56,279	19,516	10,192	14,558	4,321
Oct.	19	55,539	20,287	10,392	14,562	5,273
Oct.	26	55,850	20,311	10,382	15,014	5,976
Nov.	2	54,629	22,070	10,466	15,107	6,477
Nov.	9	55,877	22,771	10,380	14,860	7,180
Nov.	16	54,534	24,088	10,560	14,794	7,150
Nov.	23	55,038	25,156	10,658	14,951	7,356
Nov.	30	55,726	24,765	10,380	14,144	6,975
Dec.	7	55,891	24,864	9,978	12,674	6,851
Dec.	14	55,477	24,910	9,982	12,105	7,042
Dec.	21	50,179	22,509	9,858	12,550	6,859
Dec.	28	50,621	22,695	9,649	12,297	6,971
Jan.	4	49,476	22,493	9,200	12,743	6,842
Jan.	11	48,528	22,639	9,075	12,761	7,374
Jan.	18	47,827	23,795	9,210	12,779	7,995
Jan.	25	48,445	23,364	9,187	13,534	8,757
Feb.	1	48,756	23,387	8,954	13,535	8,807
Feb.	8	49,308	23,384	8,705	13,451	9,269
Feb.	15	48,712	23,170	8,490	13,436	9,370
Feb.	21	47,286	23,623	8,350	13,516	9,561

*Reported under Commodity Exchange Act beginning Dec. 9.

Lucas, Kan., Feb. 21.—No beans grown in this territory. Wheat main grain crop and large acreage sown last fall. No wheat harvested here last year but prospect 90% at this time with very light damage report of wheat winter killed. So far no damage severe enough to be causing replanting. There will be some oats and barley sown on allotted ground and left in bundle to be fed on farm. Winter wheat prospect best in past 6 years.—Mansfield Grain Co.

Protect Your Elevator from War Hazards

By R. D. McDANIEL
of the Grain Dealers' Mutual Insurance Co.,
Before Indiana Grain Dealers' Ass'n

The national preparedness program is creating bottle necks in essential industries on which the grain trade depends for the material with which to make improvements. Do not wait until spring to plan improvements, for in spring it may be difficult for contractors to get capable mechanics, for machinery houses to supply equipment, and for the lumber mills to ship lumber to the grain trade. Kansas contractors are already having trouble finding skilled workmen. Prices, except for lumber, have been stable so far, and probably will remain so, but priority claims of essential industries may make it difficult for grain shippers to replace any facilities destroyed by fire.

Fire hazards thru 1941 will vary little from the past. Elevator fires arise generally from a few basic causes, such as heating equipment, electricity, friction, spontaneous combustion, exposure to fire or sparks, incendiary, inflammable liquids like gasoline and some fumigants, and careless smokers. Contributing causes are inadequate inspection of properties, and poor housekeeping.

The lightning hazard, once a principal cause of fire, has been reduced thru proper rodding, and thru grounding of iron-cladding, but a new hazard has arisen in the power lines which lightning sometimes rides into the elevator. The installation of a capacitor on the power line to protect against high voltage surges, and interconnection of grounds to prevent interior shorts or grounds from becoming dangerous by causing transformer fuses to blow out.

Dust control is essential to good housekeeping. Two methods are in use in country elevators, one the suction system employing a motor or belt-driven fan to relieve pressure in the leg; the other equalization of pressure thru use of a high boot, or wind trunking between the back and front leg above the boot. The latter is not practical where a fan sheller is in use.

Grenade type carbon tetrachloride fire extinguishers do not give complete protection from fire. They depend upon creating a blanket of gas that is heavier than air. This gas will not lower the temperature of burning wood below its ignition point, and re-ignition occurs as soon as the gas spreads too thin to keep oxygen away from the flames.

Carbon tetrachloride fire extinguishers, where approved, are approved only for special locations where the use of water would be inadvisable; and then the standard requirements are a 1-quart extinguisher for each 700 cubic feet of space.

The preparedness program will take many young men now employed in grain elevators and these will have to be replaced with inexperienced older men. Operating the machinery in an elevator is quite different from operating a machine in a shop, and new employees should be trained carefully to avoid accidents.

The amount of espionage in the last war is no measure of the amount that must be employed should we become involved in the present war. Elevator owners should make their buildings difficult of access thru erection of substantial fencing, prohibiting admittance of unknown persons, and provide outside illumination at night. Promptly report any suspicious circumstances or persons to your local authorities.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Lucas, Kan., Feb. 21.—No wheat left in farmers' hands here.—Mansfield Grain Co.

Licking, Mo., Feb. 22.—Wheat on hand, 40%; corn on hand, 25%.—Farmers Exchange.

Ramsey, Ill., Feb. 20.—About 10% of beans, I would judge, in farmers' hands.—S. E. Stokes.

Quincy, Ill., Feb. 20.—Beans on farms, 8%; corn on farms, unsealed, 14%; wheat on farms, 4%.—Lester Hoffman, Missouri Illinois Grain Co.

Boston, Mass.—Receipts and shipments of grain, in bushels, during Jan., 1941, as compared with the same month in 1940, shown in parentheses, were as follows: Receipts, wheat, 481,152 (174,275); corn, (79,232); oats, 10,000 (14,000); millfeed (tons), 1,079 (482); hay (tons), 319 (297); shipments, wheat, 1,045,495 (587,891).—L. W. DePass, sec'y, Grain & Flour Exchange.

St. Joseph, Mo.—Receipts and shipments of grain, in bushels, during January, 1941, as compared with January, 1940, shown in parentheses, were as follows: Receipts, wheat, 129,600 (145,600); corn, 418,500 (199,500); oats, 256,000 (436,000); soybeans, 27,000 (9,000); shipments, wheat, 303,600 (512,000); corn, 229,500 (139,500); oats, 58,000 (54,000); soybeans (16,500).—St. Joseph Grain Exchange.

New York, N. Y.—Receipts and shipments of grain during January, 1941, in bushels, as compared with the same month in 1940, shown in parentheses, were as follows: Receipts, 12,570 (30,600); corn, 16,154 (10,500); oats, 57,027 (61,600); rye, 2,142 (3,400); barley, (23,800); soybeans, (102,000); millfeed, tons, (25); shipments, wheat, 611,000 (4,100,000); corn, (297,000); oats, 3,000; barley, (186,000); soybeans, (214,000); clover seed, 7,518 (5,180).—Dept. of Information & Statistics, Produce Exchange.

Duluth, Minn.—Movement of Canadian wheat to Duluth-Superior for storage until navigation opens this spring has taken a fresh rush because of a shortage in storage facilities across the border. Rail receipts from Canada have increased noticeably this month and the tonnage expected to reach an additional 1,600,000 bus. Local elevators already carry 13,722,000 and what is still to be brought in from the Dominion's stocks in bond here will run well over the 15,000,000 bus. mark before the opening. Fort William and Port Arthur terminal elevators are filled to the point of congestion.—F.G.C.

Ottawa, Ont., Feb. 20.—Canadian wheat in store for the week ending Feb. 14, 1941 increased 57,406 bus. as compared with the preceding week and increased 162,104,561 bus. when compared with the corresponding week in 1940. The amount in store was reported as 492,128,607 bus. compared with 492,071,201 bus. for the previous week and 330,024,046 bus. for the week of Feb. 16, 1940. Wheat receipts in the Prairie Provinces for the week ending Feb. 14, 1941 amounted to 5,791,411 bus., an increase of 1,002,662 bus. from the revised figures of the previous week when 4,788,749 bus. were marketed. During the corresponding week a year ago the receipts were 1,414,251 bus. Marketing in the three Prairie Provinces for the 28 weeks from Aug. 1, 1940 to Feb. 14, 1941 as compared with the same period in 1940 were as follows, figures within brackets being those for 1940: Manitoba 41,976,581 (49,691,678); Saskatchewan 167,224,090 (206,795,552); Alberta 106,726,846 (113,841,287) bus. For the 28 weeks ending Feb. 14, 1941 and the same period in 1940, 315,927,517 and 370,328,517 bus. were received from the farms.—R. H. Coats, Dominion Statistician.

Washington, D. C.—Brig. Gen. J. E. Barzynski of the U. S. Quartermaster Corp. points out that the field army of 1,400,000 men would need approximately 250,000 vehicles, that today there are 70,000 motor vehicles in service, by the last of April there will be 140,000, and by the end of the fiscal year 190,000. Gasoline has replaced hay for feeding army transportation.

Wheat Loans and the Farm Program

By WILLIAM McARTHUR, Director of the Grain Division of the C. C. C., Before Farmers' Grain Dealers' Ass'n of North Dakota

In an earlier day when land was cheap, plentiful, and fertile, and farming largely on a subsistence basis, the farmer running into low prices and a bad market merely tightened up his belt a little, bought less and struggled thru until another season with hopes for a better break.

Taxes were not so high then, land values relatively low, we had no gasoline to buy, no expensive machinery to meet payments on, and we were not demanding so many of the modern things we have today which make rural life more pleasant and also more dependent on cash and a steady income.

These contractual obligations which we must all meet in modern farming business have made it more and more necessary that the producer know at least fairly well what he may receive at the end of the crop year in order that he may plan to meet his obligations.

STOCKS OF WHEAT in this country are piling up. Stocks of wheat on July 1, 1941, will be the largest on record, amounting, according to the present forecast, to about 385 million bushels. This is an increase of more than 100 million bushels since last July and slightly larger than the record carryover of 378 million bushels on July 1, 1933.

THE TOTAL SUPPLY OF WHEAT of

1 billion, 220 million bushels for the marketing year beginning July 1, 1941, will be sufficiently high to make a marketing quota referendum mandatory under the provision of the AA Act by not later than June 10 of this year.

Should the marketing quota fail to carry in the referendum, no wheat loans would be made on the 1941 wheat crop, and without a CCC loan program the price of wheat would fall sharply to a level determined either by export demand or by the demand for wheat as feed for livestock. We have, at the present time, no evidence of any significant export demand developing.

The farm price of wheat in North Dakota would probably be below 40 cents per bushel as compared with the preliminary estimate of 67 cents for the 1940 crop. The national farm income from wheat would be reduced from about \$550,000,000 from the 1940 crop to less than \$350,000,000 from the 1941 crop, a drop of more than \$200,000,000. These are the issues that wheat farmers will be voting on if a referendum is held.

Perhaps of even more interest to you men is the fact that the loan programs, by encouraging and financing the building up of larger stocks, have greatly increased the amount of wheat placed in commercial storage, which, of course, results in increased income to you. Stocks have now reached the point where additional space will probably have to be provided.

EVER NORMAL GRANARY.—Serious consideration should be given to the establishment of a physical Ever-Normal Granary of wheat in the northern great plains area. It is

a high-risk area from the standpoint of crop production, but a low-risk area from the standpoint of good storage.

If storage facilities on farms and at country points could be expanded in that area, producers would then be fully protected as to seed and feed supplies in case of a crop failure.

It would also mean continuous supplies of wheat for local mills which are dependent on that area, and will avoid payment of high transportation costs until the wheat is actually needed in case it eventually goes to terminal markets.

THE 1940 LOANS on warehoused wheat will mature on or before Apr. 30. The borrower has the privilege of redeeming such wheat before maturity, but after the maturity the collateral will be taken over by the Commodity Credit Corporation and pooled.

PROPER WAREHOUSING of wheat collateral is essential to the success of the wheat loan program. Under our loan program, we have several types of storage, namely, farm storage, country elevators, terminal and sub-terminal elevators. In the area serviced by our Minneapolis office, Minnesota, Montana, North and South Dakota, a total of 3,243 warehouses have signed the Uniform Storage Agreement, 49 terminals with a total capacity of 115,768,350 bus., 137 subterminals with a total capacity of 21,872,060 bus., and 3,057 country warehouses with a total capacity of 93,668,940 bus., or a grand total of 231,309,350 bus.

North Dakota alone has 102 subterminal and 1,352 country warehouses with a total capacity of 48,311,960 bus. under the Uniform Storage Agreement. The United States total warehouse capacity is approximately 1,150,000,000 bus., containing at this time approximately 325 million bushels of grain either under loan or owned by the corporation.

Tall Elevator Takes a Ride

Grain elevators are usually a fixed part of the landscape and when one of these tall structures comes traveling down the highway the citizens stand amazed.

So it was at Plainfield, Iowa, when the town's 140 school students were given a holiday Feb. 10 so they could watch the elevator of the Plainfield Co-operative Ass'n being moved to a new foundation at the plant of J. Roach Sons, Inc. More than a thousand persons turned out to see the elevator roll six blocks down the highway.

The story goes back to Jan. 10 when the Roach plant burned with a loss of \$35,000. Besides their elevator they lost the mill built two years ago at a cost of \$10,000.

To get back in business quickly they bought the elevator, feed house, coal sheds, filling station, farm machinery warehouse and manager's residence of the Co-operative Ass'n and moved the elevator and feed house to their own location in the south end of town.

Three 8-wheeled trucks carried the load, and the power was furnished by a 60-h.p. caterpillar tractor pulling thru blocks and tackle with a steel cable. The total elapsed time for moving the 75-foot tall elevator six city blocks was six hours.

A new milling and mixing plant is being built in connection, and additional feed warehouse room by the T. E. Ibberson Co.

Associated with senior partner E. A. Roach in the firm are James and Howard Roach.

Urbana, Ill.—An "Illinois Soybean Special" train will make 19 stops in or near 33 Illinois counties in a 10 day tour of the state from Mar. 24 to Apr. 2. The train is sponsored by the Baltimore & Ohio and the Alton railroads in cooperation with the University of Illinois. In it will be an exhibit car to emphasize inoculation, good cultural methods, efficient harvesting, market outlets, food, feed and industrial uses for soybeans, and varieties best suited to Illinois soils.



Photos by Kenneth B. Orcutt
A close-up view of the wheels which carried the above elevator down the main street of Plainfield, Iowa.

Competition at the Country Elevator

Excerpts from Address by T. E. GOULDING, Edmore, N. D., before North Dakota Farmers' Grain Dealers' Ass'n

Competition is one of the big problems of the manager.

Years ago an elevator's competition was confined chiefly to the elevators in the same town. In the days when grain was hauled to market with a team and wagon, a couple of miles meant a lot and usually resulted in farmers hauling their grain to the closest elevator.

With the advent of large trucks and a network of good gravelled highways, competition has developed into an entirely different and much more complicated problem. Many farmers will now haul their grain a distance of 50 miles or more to secure a few cents extra per bushel. Thus the competition of the average elevator today is a radius of perhaps 100 miles.

LOCAL COMPETITION.—Your local competitor is usually a good man to have as a friend. Cultivate his acquaintance. He may be a mighty fine chap, and it is much better to have his friendship than his enmity. Work with your local competitor, and urge uniform grading operations, and keep in line on the local market price. An indicated friendship for him on your part will usually result in a reciprocation of a like willingness to cooperate with you.

It is imperative that every grain dealer, farmers, independent and line, keep before him the determined objective of making a fair and legitimate profit for the services he is rendering to his customers. We have the right to ask a reasonable margin for our grain handling, and it is very foolish for shortsighted managers under present conditions to stir up enmity between one another, and thus disturb the local market.

WORK FOR A PROFIT, to which you are justly entitled, is the idea which should be uppermost in the mind of every manager. Considering that we are all shipping and selling grain in the same terminal markets, one would wonder why there should be any great variation in price on country markets. There are, of course, a number of reasons for this condition. I shall try to mention a few.

OVERGRADING.—You will occasionally find an elevator in surrounding territory that hasn't been doing what it considers its share of the local business and thinks that it might stimulate its trade by over-grading and paying more than the actual market value of the product. This, however, will not generally remedy its position, for if such a firm has been unable to do business on the same basis as its competition and hold its share of the trade, it is quite evident that as soon as it stops paying more than the product is worth its business will also cease.

OVERBIDDING.—Some managers get overly ambitious and want to handle more than their just share of the grain in the community, and to do so, pay more than it is worth. It appears that they get so anxious to handle a lot of bushels that they entirely lose sight of the cost of operation, a fair return on their investment and possible losses in grade and premiums. Further, after getting their market heralded far and wide as the best market in the country, being human—yes, grain buyers are human—it hurts their pride to have to get down to a sane basis of buying and admit that they were wrong.

When a manager finds that he is drawing grain from a distance of thirty or forty miles, or anywhere out of his own territory, it would be well for him to sit down and check up on himself, for the dealers in surrounding territories are not going to permit their customers to haul their grain to him if there is any possibility of meeting his price.

If he doesn't check up on himself, nine times out of ten he is going to come to a disastrous end. When we know that such a competitor

cannot come out on his purchases of our customers' grain, what should be our attitude? Should we meet the price? The answer is NO.

It would be better for us to go out and stimulate business for such a buyer, get our trade to haul to him, go over and sell him some grain out of our own elevator on the same basis as he is buying from our customers. In other words, give him what he desires—lots of business. It won't take long before he throws up his hands and says, "Enough." I have seen this done in several instances and it always worked. Under present-day conditions, one wild buyer in Grand Forks County can disrupt the market for at least 50 miles all around.

DIFFICULT COMPETITION.—There are some instances where competition is very hard to meet. The fact is it cannot be met. This is caused by climatic conditions, over which none of us have any control. I can recollect when the barley crop in the valley was very good, the malting quality was excellent. Fifty miles west the quality was equally as good as regards test weight, but owing to climatic conditions, it was not good malting barley.

Where the valley barley was worth 50c per bushel, the other was worth 30c per bushel. The valley buyer found that he could mix 30% of the barley from the west into his good malting type and still get the top prices. He advertised this fact, and ere long he was getting a tremendous volume of barley from 30 to 40 miles west of his town, paying top prices for it and making himself a good handling margin.

This is tough competition, the kind that can't be met; still it is legitimate business, the additional price is good for the farmer, and the elevator operator is entirely within his rights. When such conditions arise, the fellow in the unfortunate position must just grin and bear it and hope for his inning next year.

MARKET UNSETTLED BY PREMIUMS.—In territories where durum is raised we often find very unsettled market conditions. There is quite often a great variation in the milling value of durum, even between stations 10 to 20 miles apart. Millers are usually very anxious to mill some of the new crop durum and will pay very high premiums for the first arrivals. Sometimes inexperienced buyers will start paying premiums on the basis of such early sales, later to find premiums greatly reduced, when the actual movement of new durum gets under way. I have always felt that durum buyers in the country should be very cautious on the start of a new crop, for it is always better to be able to raise the premium on your customers' grain than to have to advise him of a drastic reduction.

A GROSS BUYING MARGIN of 5c per bushel is considered a fair and equitable one, in the average territory. Get together with the buyers in your town, and surrounding territory, if possible, and agree on a legitimate margin, fair to the customer and fair to yourselves.

Don't let your customers change your price by telling you what so and so is paying in such and such a town. Maybe he doesn't know it's just a rumor, and he is using it to try to work a little extra out of you. Every community has a few of that type of individuals, and I have found that the less attention one pays to them the better he is off. After all, gentlemen, there should be some dignity and system to our business.

Your banker doesn't change his interest or exchange rate because a customer comes and tells him that so and so only charges so much. The Minneapolis Chamber of Commerce doesn't change its commission rate, even tho their shipper is taking a loss. Don't let's get our business, the biggest and most important business

in the state, down to the same basis as the scrap iron buyer on the street, who has no other investment than his peddler's cart.

There is nothing that pleases your commission firm more than to be able to sell your grain at the top of the market. There is nothing that pleases the elevator manager more than to be able to pay top prices to his trade. I believe we are all satisfied with reasonable profits. The time of exacting unfair gains passed many years ago; maybe it never existed, for all I know. But I do know that many of the failures in our line of business are due to buying on too close a margin.

Some may argue that theirs is a cooperative company and that all they care to do is to make enough to cover the overhead expenses. Such a program followed out over a period of years will eventually prove disastrous.

MR. MANAGER, when you seek a new position, the first thing your prospective employer is interested in is your past record; not as to how many bushels of grain you handled, but as to the yearly outcome of your business in dollars and cents. Did you make a legitimate profit on the volume of business which you transacted? That is the question. Your reputation as a manager is based upon the net profit turned over to your stockholders at the conclusion of your year's business. See to it that your buying margin is sufficient.

GROUP MEETINGS.—A couple of years ago our grain dealers held a number of group meetings over the state, and succeeded in getting a goodly number of managers, co-op, independent and line, together, to discuss problems then affecting our line of business. A chairman and secretary of each group was selected. I believe that this was a step in the right direction and would like to see it carried further. It appears that it might do a great deal to keep our markets on a sane basis, and would promote a lot of good feeling among the grain trade in general.

Improvement of Inspection

No inspector can grade grain correctly unless he has thoroly representative samples of the grain to be graded. It is equally true that, given representative samples, an inspector cannot do good work if he does not properly reduce these samples to smaller representative portions for making all determinations of grading factors, writes the Federal Grain Supervision.

Recent inspection efficiency and equipment investigations have shown that important errors in grading are caused by failure on the part of inspectors to follow all necessary precautions in splitting down samples for making such determinations as dockage and "cracked corn and foreign material."

The use of the Boerner divider in reducing samples to smaller analytical portions is prescribed in the Grain Inspectors' Manual. Obviously only representative portions should be used for analysis. Why take the time to get good samples and analytical portions and then introduce grading errors by adding grain to or taking it from such portion by hand or by pouring from pan to pan?

No inspector should ever permit a sampler to draw a 5-probe sample and then, after he has filled the sample bag, discard a portion of the sample, which is likely to contain more foreign material or dockage than the portion placed in the bag. It is as bad a practice for an inspector to discard a part of a split-down analytical portion, especially when the material in the grain is either fine or heavy, and sinks to the bottom of the pan or is light and floats on top of the grain.

Inspection efficiency and equipment investigations have shown that failures to use properly split-down portions of grain for making dockage determinations have contributed to inspection tendencies which added greatly to the number of appeals taken from inspectors' grades.

Position of Futures Traders

J. M. Mehl, chief of the Commodity Exchange Administration, in his annual report for the fiscal year ending June 30, 1940, states that "Of the 286 reporting traders, 163 were primarily merchants or processors of grain or its products. Of these 163 traders, 74 were engaged principally in the merchandising of cash grain, 72 were largely processors of grain or grain products and 17 were both merchants and processors. The remaining 123 reporting traders are classed as speculators, altho a number of them had some interest in the cash grain business.

"In 1940 the average short positions held by large traders in domestic and foreign markets combined were more than three times as large as the long positions. Commitments of reporting traders in domestic markets constituted about 73% of the total short commitments and about 83% of the total long commitments. Hedging positions represented the great bulk of their short commitments in domestic markets. Short spreading commitments were only about 10%, and short speculative positions only 2% of the total. Long positions in domestic markets were more evenly divided among spreading, hedging and speculative commitments. The average short speculative position of large traders was only one-fifth as large as their average long speculative position.

"Total average daily commitments of reporting traders at Chicago were practically unchanged from the previous year. In 1940, average short positions were 65.3 million bus. and average long positions were 20.3 million, compared with 67.4 million and 20.7 million, respectively, in 1939. However, while annual average commitments differed only slightly from the preceding year, there was a marked change in the time of year when the positions were accumulated.

"During the autumn of 1939, the average short positions of the large traders were considerably smaller than in the preceding fall. But in the spring of 1940, especially in April and May, the short positions were very much larger than in the spring of 1939. These short positions of large traders were principally hedges. This shift in hedge positions is particularly significant as it coincided with the movement of wheat out of loan stocks.

"Normally, the bulge in short hedge positions appears at the peak of the crop movement early in the crop year. It is evident that the altered seasonal pattern reflected the flow of wheat from loan stocks into trade channels, and that the futures market provided the nec-

essary protection from price risks to dealers who undertook to move the grain into commercial hands."

Referendum on Wheat Planned by Wickard

Sec'y of Agriculture Claude Wickard has announced plans to hold a grower referendum on wheat May 31 to authorize marketing quotas which would keep surplus 1941 wheat off the market.

Present estimates indicate the supply for the marketing year beginning July 1 will be 385,000,000 bus., exceeding the level stated in the 1938 Agricultural Adjustment Act as the point at which a quota referendum must be called.

Urge C.C.C. to Use Commission Merchants in Marketing Grain

Washington, D. C.—The "crowding" of cash grain commission merchants by government agencies was emphasized here this week by J. F. Leahy of Kansas City, president of the Federation of Cash Grain Commission Merchants' Ass'ns and vice-chairman of the National Grain Trade Council. Mr. Leahy has had conferences with many leaders in the U. S. Dept. of Agri., seeking means of solving the growing problems of commission merchants.

"The Commodity Credit Corporation has not yet seen fit to use services of commission men in moving its stock from the country to terminal storage," he said. "Now we face the extended threat of congested terminals at harvest time, when loan wheat must be warehoused in a manner to avoid conflict with the movement of the new crop. If the government agencies fill the space in any given terminal market with loan wheat which they have taken over in the country, it could leave the commission merchants without space for the storage of customers' new grain, which would mean in brief that the commission man's volume of business would be again severely reduced."

Mr. Leahy declined to predict what action the government agencies will take on a proposal now before them for the use of commission men in moving their grain into terminal storage. "We had a formal hearing on this matter and the commission men made what we thought was an excellent case," he said. "Naturally we do not know the decision that apparently is being written this month in this case; we can

only hope they realized the economic necessity in the case we presented."

Commission men also are interested in a decision, expected soon, on the application of the National Grain Trade Council for seasonal hours exemption in the storing of grain. Commission men, supported by elevator operators and other elements of the trade, presented evidence in the formal hearing to show how commission merchants are involved in the storing of grain during seasonal operations.

Iowa State College agricultural economists anticipate a marked reduction in the volume of corn sealed on farms under C.C.C. loans, when compared with 1938 and 1939, pointing out that little space is available for storing corn. They say nothing about the large percentage of farmers who are unwilling to take out loans when federal A.A.A. regulations would force them to store the grain on farms for three years with no compensation beyond the loan price.

Steel Bin Adapted as Dust Bin

So many fires are discovered in open dust bins as at Percival, Ia., last month elevator owners are disposed to safeguard all bins.

A steel storage bin in one of the smaller sizes is used by the Ashby Farmers Co-operative Elevator Co. as an oat hull bin, serving the huller in its feed grinding and mixing plant at Ashby, Minn.

This steel bin is mounted on a four-legged stand anchored in concrete, and sufficiently high above the ground so that a truck or wagon can back under the bin, pull a slide in the bin bottom, and take its load by gravity. The legs are braced only on three sides, leaving one side open to admit the vehicle to be loaded.

The bin is connected to the oat huller in the feed grinding plant by wind trunking. This wind trunking extends directly into the top of the bin thru the ventilating weather cap, which is soldered to it. The pipe projects down into the bin a distance of two feet or more below this weather cap.

Set up in this manner, the steel bin acts much like a huge dust collector as well as an oat hull bin. Air pressure from the huller spreads the oat hulls toward the walls before escaping thru the vent and the center space, directly under the inlet pipe is the last to fill. Thus the entire capacity of the bin is utilized.

The same arrangement is used for a dust house at the elevator. In the latter case the wind trunking connects the steel bin with a large grain cleaner on the workfloor. It works as efficiently in handling dust as it does in handling oat hulls. Very little dust escapes thru the ventilating hoods.

These ingenious adaptations of steel bins to use as dust and oat hull bins are credited to Gil Slotsve, manager of the Ashby Elevator. He gave careful attention to construction details when the company's modern cribbed and iron-clad elevator was built two years ago, and when its feed grinding and mixing plant was remodeled last year.

Equipment in the elevator includes a fast leg with modern head drive and totally inclosed fan-cooled motor, an all-metal grain cleaner of large capacity, a direct spout from the elevator head to the driveway for loading trucks as well as the standard loading spout for filling cars, two pneumatic truck lifts, and a 20-ton truck scale with long deck.

The feed mill machinery includes an oat huller, a 26-inch double-disc attrition mill with two direct-connected 30-h.p. motors, a corn cracker and grader and a one-ton horizontal batch feed mixer. Conveying machinery in the feed mill includes two legs for handling grain to be ground. Ground stock is distributed by valves under the cyclone dust collector which is boxed in on the cupola of the feed grinding and mixing plant. We are indebted for the engraving to *Our Paper* of the Grain Dealers Mutual Fire Ins. Co.



Steel bins used for dust and oat hull bins by Farmers Co-operative Elevator Co., Ashby, Minn.

Illinois Farmers Grain Dealers Discuss Rates and Legislation

Four hundred delegates to the 38th annual convention of the Illinois Farmers Grain Dealers Ass'n poured into the Pere Marquette Hotel at Peoria, Feb. 11 and 12, for two days of convention sessions concerned with railroads, rates, the wage-hour law, stored grain insects, and C.C.C. corn. Each of the three business sessions was closely attended, and questions popped from the floor at every opportunity given the delegates to ask questions.

Tuesday Afternoon Session

PRESIDENT L. E. RILEY, Pleasant Plains, presided when the first session opened at 2 p. m. Tuesday.

REV. FRED MARTIN, Tremont, asked divine guidance.

WM. F. STOLTZMAN, president of the Peoria Board of Trade, in a warm welcoming address, said:

"It is meetings like this that insure to the grain business a healthy life and vigorous growth. It is the frequent coming together of scores of earnest men, each with individual experiences, which keeps the grain business abreast of the times, and ever ready for the next forward step. The full presentation of your experiences, your mistakes and failures as well as your successes, make intelligent comparison possible, stimulates suggestion, and leads to discussion out of which each of you may gather something of profit."

MILTON SONNTAG, Plainfield, responded for the delegates, expressing their pleasure at returning again to Peoria, which has come to be accepted as the convention city.

SEC'Y LAWRENCE FARLOW, Bloomington, gave his annual report on ass'n activities as follows:

Sec'y Farlow's Annual Report

Substantial progress has been made during the last year. The ass'n has added eight members, and substantially improved its financial position.

A PROGRESSIVE PROGRAM: At last year's convention delegates recommended action on four major subjects. We asked government agencies to study the cost of handling grain through country elevators and allow them a handling fee sufficient to cover such costs; we urged rail carriers to continue truck competitive rates in northern Illinois beyond expiration, which was then June 30 of this year; we urged that soybeans be included in the Federal Grain Standards Act, with inspection supervised by the Federal Grain Supervision; and we recommended that the demurrage tariff be revised to allow an additional free day on cars of grain held in Chicago for federal appeal inspection. As a result the Commodity Credit Corp. has increased the allowance for handling corn to 2½¢ per bushel. Railroads have extended truck competitive rates to a wider area, with reasonable assurance that they will be further extended in due course.

Supervision of inspection of soybeans has been transferred to the Federal Grain Supervision, under a bill which includes soybeans in the Federal Grain Standards Act. This will provide more responsive supervision of soybean inspection and avoid situations such as developed last year when controversy arose over classification of beans with a greenish cast. Federal grain supervisors can now settle such questions without delay.

The Demurrage Com'te of the Ass'n of American Railroads has amended its tariff to allow an additional day free from demurrage at Chicago where federal appeal is ordered and the grade is changed. We asked for this additional free day whether or not the grade was changed, but the railroad representatives insisted that some operators might use such a rule to hold grain on track for speculation and we found it necessary to compromise.

THE MAJOR PART of our time has been spent in dealing with local problems of individual companies, such as individual freight rates, power rates, insurance problems, charter and by-law amendments, tax matters and other subjects too numerous to mention.

Important is the remarkable progress made by our member companies throughout the state.

If any completed the year without an operating profit, it has not been brought to our attention.

Our 1941 Directory contains the names of 407 farmers' elevator companies, with elevators at 485 stations, a capitalization of \$8,500,000, with surplus in excess of that amount. Last year they handled 150,000,000 bushels of grain and \$14,000,000 worth of farm supplies. They earned net profits in excess of \$2,000,000. This is a record of which every manager, director and stockholder should be proud.

MANY IMPORTANT PROBLEMS confront us in the future. There is the ever changing transportation problem. Railroads made fine farming communities. Your facilities were built to accommodate rail shipments of grain. But now we have trucks upon the highways and barges upon our rivers. It is up to each company to adapt itself to inevitable changes.

I believe the railroad is best suited for handling bulk grain. I believe the rail carriers and country elevators should recognize their common interests and cooperate to bring about a revised rate structure which will preserve the usefulness of existing facilities. That is the policy your ass'n has pursued with noticeable results. We are now awaiting a decision by the Interstate Commerce Commission on the famous Ex-Barge rate case. This decision will have an important bearing on future rate adjustments. Grain now arriving in Chicago by barge can be reshipped to eastern destinations on the basis of a 26¢ rate to New York, while grain arriving in Chicago on a local rail rate or by any other form of local transportation must pay a 34½¢ rate to New York.

The eastern carriers published tariffs canceling the reshipping rate on Ex-Barge grain. On petition of river shippers, the tariffs were suspended pending investigation. Examiner R. G. Taylor has recommended that the suspended tariffs be permitted to go into effect, thereby removing the discrimination in favor of ex-barge grain. An order by the Commission may be expected at any time.

LEGISLATION: Country grain dealers feel that the present landlord's lien law imposes too great a responsibility upon them. Attempts will be made to secure an amendment which will require some kind of notice to the grain dealer to protect the landlord's lien.

Two bills have been introduced in the state legislature which would impose undue hardships upon our member companies. One is Senate Bill No. 24 which would bring all employers of one or more employees under the State Unemployment Compensation Act. The tax imposed by this act is 3% of the total wages paid. At present it applies only to employers of six or more. Less than 10% of our members are subject to the act. The proposed amendment would take in all of them and would include farmers who employ hired help. It would cost country elevators an average of \$125 a year, with no likelihood of any benefits being returned to them or to any of their employees.

HOUSE BILLS NOS. 123 and 124 would bring all local business establishments under wages and hours regulations. I am sure you will want to oppose such legislation unless proper exemptions are provided for country elevators whose

hours of service must conform to the hours of farmers.

HOUSE BILL NO. 96 might prove detrimental to your interests. This is known as the Full Crew Bill and would require a railroad company to have a certain number of men on every train whether they were needed for safe operation or not. While we are asking the rail carriers for lower rates in order to meet other forms of competition, we certainly should not acquiesce in legislation that will impose upon them any unnecessary expenses.

SEC'Y FARLOW read Treasurer Charles Fairfield's report showing the financial affairs of the ass'n to be in good order. This report was approved.

Rail Rate Adjustments

MILTON SONNTAG, one of a joint com'te on freight rate adjustments set up by both the Illinois Farmers Grain Dealers Ass'n and the Illinois Grain Dealers Ass'n, and including Sec'y Farlow and Sec'y Culbertson, with Frank Barkley of Yorkville, read a report on rate reductions in Illinois prepared by the com'te's chairman, Curt H. Stout, of Gilman. This report showed marked savings to Illinois grain shippers in reduced freight rates, but warned that unless some means can be found to combat the truck evil grain shippers may be forced to accept sweeping changes in business methods. This report is published elsewhere in this number.

Elevator Income Improves

HARRY HIESER, Bloomington, reviewing audited reports of farmers' elevators in dependable averages, noted an increase in property costs "attributable to added storage space, and added services," reported an average increase of \$16 per share in the capital stock book values, showed an increase of \$1,426 per company in payments of patronage dividends over the preceding year.

"The average cost of handling grain, after making an allowance of 6% on the capital outstanding," said Mr Hieser, "was about 23½¢ per bushel." Noting increases in the volume of storage space operated by elevators, he urged placing storage on a business basis. His report is published elsewhere in this number.

Insurance Contracts

T. E. SULLIVAN, Omaha, defined various types of insurance carried by farmers' elevators for protection of their employees and the public, naming compensation, property damage, public liability, manlift, and burglary insurance as available thru the ass'n in addition to fidelity bonds.

Compensation Insurance

H. H. PARMENTER, Chicago, called attention to an amendment to the Illinois compensation law which increased benefits to stricken employees by 10%. Minimum compensation has been lifted to \$8.25 per week, and



Harold Steele, Fisher, and Frank Barkley, Yorkville, were elected to third terms as president and sec'y, respectively, of the Managers' Club.

the maximum to \$22. Victims of occupational diseases are rewarded similarly.

"Compensation," warned Mr. Parmenter, "is not payable to an employe for the first seven days of his disability. He gets no insurance reimbursement for this period. The act is written for the employe and there is no intention in compensation insurance to reimburse employers for hiring fill-in labor during the absence of an employe."

"Our experience with elevator operators has been highly gratifying. Managers have made it a point not to entertain trivial claims and have thus kept down the costs."

"Dust is a natural hazard around the elevator, and is often involved in claims contending occupational diseases." He urged elimination of dust where possible.

Com'ites Appointed

CREDENTIALS: Lee Mellinger, Cerro Gordo; Harold Steele, Fisher, and Frank Barkley, Yorkville.

RESOLUTIONS: T. H. McConnell, Woodhull; B. O. Olmstead, Baker; Edgar Brockman, Danforth; W. R. Willcoxon, Fairview; Wm. Robinson, Pleasant Plains; Elmer Lamb, Bement, and John Anderson, Owaneco.

NOMINATIONS (com'itemen elected by districts): M. F. Howarth, Pecatonica; Milton Sonntag, Plainview; Homer Sturman, Cropsey; Ernest Musselman, Tremont; W. S. Miles, Pleasant Plains; Roy Jones, Monticello, and John Guthals, Farmersville.

The Banquet

THE ANNUAL banquet was held in the ballroom of the hotel at 6:30 Tuesday evening. Following an excellent dinner the delegates were treated to a program of entertainment including several numbers by the Peoria Central High School A Capella Choir; community singing under the able leadership of Homer Wood, of Jacksonville, and clever magic and ventriloquism by Art Sieving.

DR. HARRY C. MCKOWN, Gilson, Ill., was the guest speaker. His subject was "Fools and Foolishness," a humorous, half-serious comparison of the wonders of our childhoods, with the mechanical and scientific wonders of today. He pointed out that the world is still developing and many unknown new influences in economic and social progress lie ahead.

Wednesday Morning Session

HAROLD STEELE, Fisher, president of the Managers Club, presided at the second session.

President Riley's Address

PRESIDENT RILEY, in his annual address, pointed out that farmers can now buy almost all their needs cooperatively. "Cooperation," he said, "in our enterprises proves that farmers

will meet their problems with a united front when those problems are of sufficient magnitude."

President Riley deplored the predominance of old men on the boards of directors of co-operative companies, and urged his listeners to get stock in the hands of young farmers, and to include young men on the directorates.

Wages and Hours

HENRY HEINEMAN, from the Chicago office of the Wage-Hour Administration, reviewed the regulations set up under the federal wage-hour law. He noted that the constitutionality of the act has been upheld by the Supreme Court, and that the act is accordingly clearly enforceable.

The intent of the act was not to cause hardships on small business institutions, said Mr. Heineman, and numerous exemptions have been set up to avoid interference with their business.

While employes handling grain in a country elevator are exempt under the "area of production" definition, employes engaged in doing custom grinding of feed, handling wholesale and retail sales of feed, seed, machinery, lumber, etc., are not exempt except as they become so under other provisions in the act. Physical segregation of the different divisions of a business may set exempt divisions apart from divisions that are not exempt.

While Administrator Col. Phillip Fleming has charge of actual enforcement of the act in company with inspectors and lawyers working in branch offices under him, the most potent enforcement influence, said the speaker, is Section 16-D of the act. This gives every employe the right to sue an employer for recovery of over-time pay back to the beginning of the act, plus an equal amount as liquidated damages, plus such employe's attorney and court costs.

Where 80% of an employe's time is devoted to retail activity, said Mr. Heineman, the employe would be rated as employed at retail and be exempt from the act. Delivery men, working in a retail capacity, are exempt; bookkeepers are usually not exempt.

Farmers' elevators, said the speaker, are not exempt from the act as such, unless other classifications make them exempt. Directors of farmers' elevators would doubtless be considered under the act to the extent that they would have to be paid at least the minimum wage of 30c per hour for the hours they are in session.

Railroads Want to Cooperate

R. E. BARR, of the Illinois Central railroad, Chicago, convinced the delegates that the railroads have developed a spirit of understanding and cooperation with grain shippers and are taking every step possible to hold grain traffic to the rails.

He pointed out that many abuses are now

being practiced by competitive forms of transportation, but he believed that public opinion would force correction of these abuses and bring both trucks and barges under closer supervision by regulatory bodies.

Managers' Club Luncheon

Members of the Managers' Club were guests of the Peoria Board of Trade cash grain merchants at a splendid luncheon in the Hotel Pere Marquette on Wednesday.

President Stoltzman of the Board of Trade gave them a welcoming speech, and invited all to make themselves at home at Board of Trade offices during their stay in Peoria.

Officers of the club were elected to a third term. They are: Harold Steele, Fisher, president, and Frank Barkley, Yorkville, sec'y.

Wednesday Afternoon Session

PRESIDENT RILEY presided over the third and closing session.

Grain Infesting Insects

DR. W. P. FLINT, chief entomologist, Illinois College of Agriculture, Urbana, explained how to know and control stored grain insects.

Predominance of insect infestation, Dr. Flint ascribed to weather conditions and growth of parasites. He could find no correlation between insect infestation and the volume of grain held in storage in either elevators or steel bins, he said, referring to investigations begun in 1938 and carried out every year since which demonstrated that the insect infestation line in fields varied from year to year.

Heavy infestation of grain in the fields leads to heavy infestations in stored grain, said Dr. Flint, because the insects are brought into the storehouses from the fields. A severe winter decreases infestation, a warm winter promotes it.

Dr. Flint named several of the 12 or 14 different forms of moths and weevil which he said infest grain, and explained fumigating methods.

Quotas in Prospect

C. M. HUNTER, from the Commodity Credit Corp., Chicago, reviewed changes in the "ever-normal granary" to require farmers to borrow from the C.C.C. to give assurance that they will hold corn on the farm until Oct. 15, 1942.

Marketing quotas he looked upon as a distinct possibility. "Due to favorable weather, improved methods of farming, and loss of exports because of world conflict," he said, "we can well afford to anticipate conditions favorable to a referendum on marketing quotas."

Resolutions Adopted

CHAIRMAN MCCONNELL of the Resolutions Com'ite offered the following resolutions, which were unanimously adopted:

Officers and Directors Illinois Farmers Grain Dealers Ass'n. 1941



Front row, l. to r.: Director E. T. Miller, Stanford; Sec'y Lawrence Farlow, Bloomington; Directors: J. E. McCreery, Mason City, and Lee Mellinger, Cerro Gordo. Back row: Vice-Pres. J. W. Ainsworth, Mason City; Director Frank Barkley, Yorkville; Pres. L. E. Riley, Pleasant Plains; Directors J. P. Becker, Tremont, and H. J. Greive, Edinburg.

Insects in C.C.C. Corn

WHEREAS, much of the corn now in store in country elevators is infested with insects, which infestation may in some instances result in deterioration, and

WHEREAS, country elevators that are storing this corn have made themselves responsible as warehousemen by providing bonds to protect the depositor of the corn; therefore be it

RESOLVED, that we request the Commodity Credit Corp. to give consideration to revision of its rules and regulations to permit substitution of fresh shelled corn for corn now in store with assurance that the same kind and quality of corn will be delivered in keeping with the Uniform Warehouse Agreement, C.C.C. Form H.

Columbia Oats Grades

WHEREAS, the U. S. Depart. of Agri. has provided a special grade designation for Columbia oats by including in the Federal Grain Standards a class to be known as Special Red Oats, the amendment to be effective July 1, 1941; and

WHEREAS, it is important that these oats be made deliverable on futures contracts in order to command their true competitive value along with white oats; therefore be it

RESOLVED, that we petition the Chicago Board of Trade and other grain exchanges to make such amendments to their rules as may be necessary to permit delivery of Special Red Oats on futures contracts after giving consideration to their superior qualities with respect to test weight and texture.

Landlord's Liens

WHEREAS, the landlord's lien law in Illinois imposes an undue burden upon country grain dealers by requiring them to act as collection agents for land owners to their own embarrassment in dealing with tenant farmers; therefore, be it

RESOLVED, that we request our legislative committee to endeavor to secure an appropriate amendment which will require some kind of notice on the part of the landlord that he is looking to the grain dealer for payment of rent, before he can hold such grain dealer for the debts of delinquent tenants.

Unemployment Benefits

WHEREAS, Senate Bill No. 24 now before the Illinois General Assembly would bring all employers of labor having one or more employees under the unemployment compensation act and impose a 3% tax on all salaries and wages paid by such employers, and

WHEREAS, such a tax would add about \$125 a year to the expenses of the average farmers elevator company without any chance for benefit to either the employer or employee, since it is the custom of country elevators to keep their help on the payroll with full pay even in slack periods when their services are not needed; therefore be it

RESOLVED, that the Farmers Grain Dealers Ass'n of Illinois oppose the enactment of Senate Bill No. 24.

Illinois Wage-Hour Law

WHEREAS, House Bills Nos. 123 and 124 would bring all employers of labor not now included under the Federal Fair Labor Standards Act (commonly referred to as the Wages and Hours Act) under a state wage and hour law, and

WHEREAS, country elevators must necessarily remain open for business during the hours that farmers harvest and deliver grain; therefore be it

RESOLVED, by the Farmers Grain Dealers Ass'n of Illinois that we oppose the enactment of House Bills Nos. 123 and 124, unless appropriate exemptions are provided to protect the business of our members and the convenience of their farmer patrons.

Election of Officers

ELECTION of officers continued President L. E. Riley, Pleasant Plains, for another term; placed J. W. Ainsworth, Mason City, as vice-pres. to replace Charles Holz, Onarga, and continued Chas. Fairfield, Fisher, as treasurer. Re-elected to the board of directors were J. P. Becker, Tremont, and H. J. Greive, Edinburg. Holdover directors are V. C. Mitchell, Peru; Frank Barkley, Yorkville; E. T. Miller, Stanford; J. E. McCreery, Mason City, and Lee Mellinger, Cerro Gordo.

Adjourned *sine die*.

Exhibits at Peoria

EDW. J. FUNK & SONS exhibited samples and sample cases with their line of hybrid seed corn numbers, banking the exhibit with mats made from corn shucks. In charge were Harry Hocker, Bill Bower, and Carl Funk.

KEWANEE MACHINERY & CONVEYOR CO. displayed a model of its pneumatic overhead truck lift, a couple of gears, and a Clow-Winter head drive. Explaining this elevator

machinery were F. A. Longman, H. H. Sterling, J. M. Deck, and Lee Longacher.

KELLY SEED CO. showed its line of field seeds, and hybrid seed corn. In charge of the exhibit were W. G. Kelly, Paul W. McKey, and Harold Church.

In Attendance at Peoria

CHICAGO'S delegation, including representatives of Chicago firms: J. H. Matthes, Continental Grain Co.; J. E. Begley, E. W. Bailey & Co.; J. A. Freeman, L. R. Carpenter, and Calvin MacDougall, James E. Bennett & Co.; George E. Booth, Wm. Tucker, S. J. Haight, Edward Niefert, W. E. McNabb, R. H. Larson, E. C. Hanson, and J. L. Meara, Lamson Bros. & Co.; Gus Klein, and B. F. Bywater, Lowell Hoyt & Co.; E. J. Feehery, J. P. Ryan, Jack Brennan, Steve Hercek, A. R. Tunks, A. W. Treffer, Wm. H. Ogden, E. F. Havey, O. J. Bader, J. H. Summers, Frank Haines, Squire Cavitt, G. W. Altorfer, J. W. McNoldie, F. J. Morrissey, and M. L. Vehon and Board of Trade Weighmaster J. A. Schmitz.

SOYBEAN processor's representatives were W. C. McGuire, D. S. Shellabarger, Jack Clark, J. L. Dickinson, Max Albert, I. T. Kendall, and D. J. Bunnell.

INSURANCE field men and inspectors were J. D. Stevens and J. R. McCann, Grain Dealers Mutual Fire Insurance Co., and A. R. Schroeder, Millers National Insurance Co.

FIELD SEED representatives included Bill Bower, Carl Funk, and Harry Hocker, Edw. J. Funk & Sons; F. H. Weeks, of Ed. F. Mangelsdorf & Bro., Inc.; Howard C. Myers, of Crabbs, Reynolds, Taylor Co.; W. G. Kelly, Paul W. McKey, and Harold Church, Kelly Seed Co.; T. H. Beeson, Charles H. Clark, and Harry S. Gill.

DECATUR grain representatives were H. J. Kapp, Eugene LeGrand, Ross Livergood, Chet Knierim, and H. W. Glessner.

BLOOMINGTON sent H. C. Banks, A. H. Ellis, and Herbert J. Moore. Robert W. Leetch, track buyer, came over from Forrest.

ST. LOUIS' delegation included H. L. Boudreau, Adolton Samuel, Ray Gutting, F. J. Sommer, and Charles A. Wilson.

BUSY SCALE salesmen were Geo. F. Wein-gart, George J. Betzelberger, A. J. Cook, and Fred A. Putnam, of Fairbanks-Morse & Co.

GRAIN and seed testing equipment was lauded by L. W. Faulkner of Seed Trade Reporting Bureau.

ELEVATOR MACHINERY salesmen were Ed D. Bargery of Union Iron Works, and F. A. Longman, H. H. Sterling, J. M. Deck, and Lee Longacher, of Kewanee Machinery & Conveyor Co.

MINNEAPOLIS, Minn., was represented by F. E. Benson.

ELEVATOR BUILDERS present included George Saathoff, Harry Quick, and J. E. Reeser and his son.

ELEVATOR MANAGERS and country shippers (alphabetically, by towns and stations) included: Paul Pratt, Armington; Fred Stout, Ashkum; O. N. McDaniel, Ashland; E. E. Hedrick, Augusta; R. E. Wright, Baker (Leland p.o.); Ed Glennon, Bement; C. S. Reeser, Benson; G. A. Fecht, Bentley; G. H. Spainhower, Blandenville; D. M. Unzicker, Boouy; R. R. Kohlman, Bryce (Milford p.o.); H. E. Morgan, Buckley; Louis Paulus, Burtonview (Lincoln p.o.); L. E. Schwartz, Carlock; John Dewey, Camp Grove; H. A. Henricks, Cerro Gordo; E. J. Steele, Cisco; A. F. Ramien, Cooksville; H. G. Sturm, Cropsey; R. J. Hack, Cullum;

A. R. McCintock, Dallas City; G. A. Ekiss, Dalton City; Edgar Brockman, Danforth; A. H. Weimer, and W. C. Bishop, Delavan; T. E. Bilderback, Denver; W. F. Siemons, Del Rey; S. L. Nuth, East Lincoln (Lincoln p.o.); LeRoy Alli on, Easton; Kenneth Reed, Edwards; L. R. Larrick, Elwin (Decatur p.o.); W. A. Kommick, Emden; Joseph Leman, Eureka;

T. D. Karnes, Fairbury; H. R. Willcoxon, Fairview; E. W. Bockewitz, Farmersville; Carl Thorell, Ferris; H. B. Steele, Fisher; Ira Lehmann, Forrest; Henry Luhring, Frankfort; J. R. Herbert, Gifford; Richard Talbott, Grangers (Manito p.o.); Lyle Young, Granville; Henry Blessman, and W. H. Boies, Gridley;

Lawrence Pittman, Hammond; Lester Fielding, Hartsburg; W. L. Hannon, Ivesdale; H. W. Kee, Iroquois (Sheldon p.o.); J. H. Zink, Kasbeer; V. L. Marks, Kenpton; R. C. Bates, Kerrick (Normal p.o.); Harold McClintock and E. H. Spear, La Salle; W. E. Webb, Leroy; Charles Gingerich, Loda; C. E. Roseman, Mackinaw; J. E. McCreery, Mason City; Geo. Mellon, Mazon; H. Holden, Mendota; Arthur Dirst, Minooka; R. H. Jones, Monticello; O. B. Robbins and W. H. Allen, Morris; H. A. Gunther, C. Hauter, and Frank Bauman, Morton; B. M. Wise, Moultrie (Arthur p.o.); Ezra North, New Lenox; N. D. Gentry, Niantic; Thomas Woolston, Owanece;

G. J. Wasem, Patoka; Arthur Galter, and W. E. Kenney, Perdue (Paxton p.o.); Lee Nelson, Penfield; J. A. Daniel, Philadelphia; C. E. Miller, Piper City; Milton Sonntag, Plainfield; L. M. Reiser, Pleasant Plains; C. J. Roseman, Ran-

dolph; E. H. Rieke, Reddick; J. D. Harms, Richland (Pleasant Plains p.o.); Wm. Bucher, Roanoke; M. L. Ewing, Rooks Creek (Pontiac p. o.); C. O. Merkle, Roseville;

W. E. Munson, Savoy; A. J. Torri, Seatonville; Virgel Wilkey, Secor; E. M. Farlow, Seymour; J. D. Worsham, Sheldon; J. G. Andrews, Spires (Minonk p.o.); Stanley Springer, Stanford; G. D. Marshall, Stronghurst; D. H. Carius, Tremont; C. G. Lindsay, Tomlinson Siding (Mount Pulaski p.o.); J. H. Schumacker, Verona; Grover Fisher, Voorhies (Bement p.o.); Howard Smith, Walnut; L. F. Drew, Walton (Dixon p.o.); Irven Meyer, Warsaw; G. C. Willhardt, Washington; W. W. Luhring, Weston; George Bloomberg, Woodhull; F. E. Barkley, and W. S. Gray, Yorkville.

Northwest Grain Dealers Seek Relief from Weevil

Don M. Gemberling, sec'y, reports attendance of 75 members at a called meeting of the Pacific Northwest Grain Dealers Ass'n Feb. 15, in Spokane, Wash., to study ways to gain relief from weevil. A number of authorities offered experienced advice, among them:

GEORGE HARDGROVE, Federal Grain Supervisor: The increase in cars of weevily wheat since the beginning of November is very noticeable. In 1939 total cars inspected was 13,959, of which 39 graded weevily. Of 8,489 cars inspected so far this year, 59 graded weevily.

Of 66,881 cars inspected on the Pacific Coast last year, only 183 were weevily. This year these figures are 41,189 cars, of which 189 graded weevily. We have a more serious weevil situation to deal with this year than last. The granary weevil is gaining in prevalence.

You should tag fumigated cars, showing fumigant used; also trim cars before fumigating, for better results.

GARDNER DAVIS, Distributor of fumigant: There is no perfect fumigant. There are only four widely-used fumigants, each having various brand names but getting the same results.

In each of these fumigants there are four characteristics which every warehouseman should know: density, penetration, persistence, and danger to operator.

It is useless to put cyanide gas into open-top bins. Bins and cars must be absolutely tight.

In order to kill bugs, you must perform one important objective: The fumigant must contact the insect (1) in the right concentration, (2) at the right temperature, (3) for a long enough period.

CHET BLACK, Supt. Greely Elevator at Spokane: There is no use trying to kill bran bugs while they are in a dormant state, which occurs at temperatures of less than 60 degrees. But, if you fumigate when receiving the wheat (while it is warm), then keep it cool by turning or high-lining through the cold months, you will not be troubled with bran bugs.

By high-lining (dropping 100 feet thru the loading spout to the pit) I am able to lower wheat temperature 20 degrees. By only turning it, the temperature is reduced 5 degrees.

Altho the bugs are killed by these methods, the eggs continue to hatch. However, by killing the bugs, then high-lining the wheat again until the temperature is reduced to 60 degrees, hatching will cease, and you are rid of the bugs.

Weevil is another problem. No amount of cold will finish them. But high-lining has invariably killed them in our plant.

LESTER DAVIS, State Grain Inspector: This year we have had more fumigated cars than usual, and wish to emphasize the necessity of marking cars so they may be aired.

C. E. BAILEY, Commissioner of Public Docks, Portland: We have received cars which have been fumigated, even hand-swept, but weevil continue to show in them. The construction of most box cars afford a breeding place for the insects. The railroads should consider some means of eliminating this trouble.

Minnesota Farmers Elevator Delegates Discuss Grain Trade Problems

The 34th annual meeting of the Farmers Elevator Ass'n of Minnesota was held Feb. 18, 19, 20, in the Raddison Hotel, Minneapolis. The registration at the close of the convention was well over the 1200 mark.

The first session Tuesday morning, and each of the other sessions, was preceded by the showing of a motion picture, which filled the convention hall.

PRES. OSCAR A. OLSON, Truman, in his opening remarks expressed appreciation for the splendid attendance and the large registration.

Reports from the various regional ass'ns, which have replaced the annual address of the president and the report of the sec'y, were given.

H. W. WESCHLER, Nassau, Western Grain Men's Ass'n; told of the work being done by his group to change exchange rules to trade in 500 bus. lots of flaxseed; elimination of the Minneapolis switching charge; more frequent radio reports of markets from Minneapolis; mortgage and lien laws. Mr. Weschler stated: We think there should be more frequent inspection of stored grain, and that something must be done to give us scale inspection at least once each year. We have been getting scale inspections only once in four years. I am pleased to report there has been some improvement in the trucker situation.

WALTER GREEN, Lakefield, Southern Minn. Grain Men's Ass'n; Told of the monthly meetings held by his ass'n, and expressed the belief they were really making progress in their efforts to improve grain trade conditions.

LEO KISSELBACH, Barnesville, Lake Region Grain Men's Ass'n: Our ass'n has been in existence a little over a year, but we think we are accomplishing something. We hold district meetings which are fairly well attended. Considerable interest is shown, and we have every reason to believe, that as time goes on we will be able to be of real service to our members.

T. C. TSCHANN, Northfield, S. E. Grain Men's Ass'n, and G. S. Skiem, Litchfield, Central Minn. Grain Men's Ass'n, reported for their groups. J. H. Lewis, Murdock, reported for the 25 year club.

SEC'Y A. F. NELSON, Minneapolis, presented members of his staff for reports on the activities of the different departments of the ass'n office: F. E. Conroy, T. E. Sullivan and Earl White, insurance; Sam Morrison gave a brief outline of the work that is being done in the compilation of a survey of Minnesota farmer elevators to determine the cost of operation; Earl Nelson reported for the auditing department.

WALTER ALBRIGHT, Bonetrail, N. D., pres. N. D. Farmers Grain Dealers Ass'n and Oscar Helene, pres. Iowa Farmers Grain Dealers Ass'n were presented.

Tuesday Afternoon Session

An innovation in this ass'n which has introduced so many in the past years, was the panel discussion on "New Problems Confronting the Marketing of Grain Arising from Legislative Regulations." Harry N. Owen, St. Paul, acted as leader. His group of experts, well versed in their chosen lines and capable through their years of experience, to answer the questions put to them were: A. J. Larson, Hallet & Carey Co., R. C. Woodworth, Commander Elevator Co., James A. Cole, CCC, Elmer Houghland, AAA and John Whaley, Minnesota Railroad and Warehouse Commission, all of Minneapolis.

MR. OWEN, in opening this interesting feature, called attention to the fact that what is good practice today may be all wrong next week, that changing conditions brought about by legislation made necessary radical changes in

the conduct of the grain and every other business. He asked for and received many questions which were given to the experts best suited to answer them.

Q.: Will the wheat now stored in country elevators be ordered shipped out April 30?

MR. HOUGHLAND: The development of the new crop is really the determining factor. If you should have a drought, or some other crop reducing factor, it would be necessary to hold stored grain. However, grain of high moisture content, out of condition or weevily, will of necessity, be moved.

Q.: What will happen to wheat if present market price prevails at loan maturity date?

MR. HOUGHLAND: Present market prices are below loan prices. If they continue to expiration of the loan, all wheat will be turned over the CCC.

Q.: How will delivery of farm stored wheat be handled?

MR. COLE: Settlement to farmers will be based on samples, that is samples of the entire amount to be delivered. Elevators should not accept delivery of wheat which does not meet the terms of the agreement.

Q.: Will county committee inspect wheat on the farm before ordering it delivered to country elevator?

MR. COLE: I think it will be. The quantity and quality must be there. By inspecting, the committee will learn of shortage or damage.

Q.: If a farmer wants to buy grain now sealed what prices does CCC put on it?

MR. COLE: This sealed corn is for sale at 65c per bu.

Q.: If there is not enough storage room at country elevators will the government provide additional storage by the construction of steel bins?

MR. COLE: The grain will have to be stored some place. The need will not develop until a new crop is in. Naturally it depends on the size of the new crop. I do not believe the government contemplates putting in its own storage without first giving the trade the opportunity to provide that storage.

Q.: One of our farmers delivered corn last fall, and has not yet received his mortgage or note. Why the delay?

MR. COLE: Several things may have caused the delay. Some of the responsibility rests with the elevator. They have had so much delivered they could not report out as quickly as they should. I would suggest that this be reported to the local county committee and find out when returns may be expected.

Q.: Who is responsible in the event of payment being made on grain on which there is an overlooked lien?

MR. HOUGHLAND: The county committee in certifying loans makes an examination of records for liens. The loan is not approved if there is a lien which cannot or is not waived. We experience very little difficulty in this regard.

Q.: Can the elevator accept wheat which grades sample and issue a certificate for No. 1 and charge the difference to the farmer?

MR. HOUGHLAND: No. Grain eligible for loan must be 1, 2 or 3. Substitution is not permitted.

Q.: In the event the wheat is in a weevily condition would the CCC accept it?

MR. HOUGHLAND: The elevator is liable, as under the uniform storage agreement he must deliver grain of the same grade and quantity as accepted for storage. It is the responsibility of the elevator to notify the CCC that grain is out of condition and that he is unable to keep

it in condition. If the elevator is unable to keep it in condition, it will be taken out of his elevator and he will lose the storage. You have the most potent weevil and bug killer there is—cold weather. Weevil cannot propagate in this low temperature. Turn your grain in a temperature comparable with the outside temperature, you must get it near the outside temperature, as grain in store and infested may reach as high as 80 degrees while the outside temperature would be 10.

In answer to the question as to how many had weevil in their stored grain, a negligible number raised their hands.

Q.: Why does grain in store sell for less money than grain on track?

MR. WOODWORTH: Obviously in quantities less than car load lots it would be impossible for the elevator to pay the full spot price and not deduct the local cost of inspection, weighing, proteins, and the cost of switching to a consuming industry, and have it pay expenses.

In discussing grades Mr. Houghland explained the county committee had nothing to do with the grading, saying, if at time of delivery the farmer and the elevator do not agree on the grade, a second sample should be taken and sent in for a federal inspection and determination of grade.

CAPT. L. C. WEBSTER, Sec'y Northwest Country Elevator Ass'n: Following inspection on the farm, if the grain is offered to the elevator operator and in his judgment the grain is not suitable for storage, he is not required to accept it. The elevator man must make the decision then and there.

MR. HOUGHLAND: That is true. The elevator operator should notify the county committee immediately. Shipping instructions will then be issued and the grain moved out.

Q.: When will the 1941 loan program be announced?

MR. COLE: As soon as indicated supplies, based on possible crop, is determined. If the indicated supplies are not sufficient for domestic needs plus export, plus 30%, a loan is mandatory. New wheat is not yet planted, so it would be impossible to state what if any loan program will be necessary. Right now there are several new plans being considered under the AAA program.

Q.: Has there been a maximum or a minimum placed on the amount of corn which can be purchased out of the steel tanks?

MR. HOUGHLAND: You can purchase any amount. The corn must first be paid for at 65c per bu. For instance, if you want to purchase 100 bus. and 96 or 130 are taken out, you must pay for the full amount. If the entire bin is purchased, it can be held in the bin for a reasonable length of time. However, in this case the responsibility as to condition, etc., rests with the purchaser.

Q.: Will there be any physical change in grain in six months which contained 9% to 12% dockage when stored?

MR. LARSON: Grain containing 9% to 12% dockage when stored means that the elevator could store 9% to 12% more clean grain, and should dockage remain in grain, and in most instances the percentage of moisture is considerably higher in weed seed; the grain is very apt to go out of condition in the elevator.

The difference between the order B/L and the straight B/L was explained by Mr. Larson.

Q.: Does fumigating corn affect its feeding value?

MR. HOUGHLAND: It does not affect the quality. Most fumigants used are odorless, and those that are not will soon lose their odor when placed in the feeding lot.

MR. OWEN: I think it is a question of palatability. A feeder may think his steers did not eat it very readily and right away he places the blame on the fumigant. If the feeder did not know it was fumigated the question would not come up.

Q.: Is there any provision in the program to

take care of the country elevator if the 'commission man is out of business?

MR. COLE: I can see nothing in the program which threatens either. The commission man has done pretty well this past year. The country elevator is the initial handling agent, he is first on the firing line. The farmer must deliver his grain to the elevator, and as long as grain is raised there will be a place for the elevator, to buy, handle, store and ship the country's grain.

Q.: It has been stated that the elevator is the first on the firing line, but if this stored corn is sold to the trucker where does the elevator come in?

MR. HOUGHLAND: Anyone who has the money can buy this grain at 65c per bu. If he wants the elevator to take it out of the bins he must pay all charges. The amount of corn stored in these bins is a very small percentage of the total crop.

MR. COLE: I do not know how far the CCC will go. There is always a question of present sufficient country storage. There is sufficient for normal times.

MR. OWENS: There may have been sufficient storage for normal times, but conditions have changed so rapidly, I am doubtful if sufficient storage is available.

MR. WHALEY had little to say on this question bee, indicating his Commission is serving the trade to its satisfaction.

CAPT. WEBSTER was asked to express his views on the subjects discussed. They follow:

Capt. Webster Surveys Problems Presented

The problem of the country grain elevator operator in connection with the possible necessity for carrying government grain over into the next harvest is just another one that has presented itself in the past few years. Formerly we were grain merchandisers and we did not have need for large capacities in our elevators. We bought grain and immediately shipped it out for sale in the market.

When loan programs made their appearance, we were confronted with the necessity of holding some of this grain back. Our limited storage capacities prevented us from holding much back. When the loan program tied up large volumes of grain from our merchandising procedure, country operators found that they had to convert themselves over to grain warehousemen.

Country elevator expenses for a house up to 25,000 bus. capacity average \$3000 to \$3500 per year. In order to be assured a return of expenses, country elevators which do not have a volume of grain merchandising or sidelines adequate to meet this annual expense must have storage capacity to help out. Thirty thousand bushels capacity is not adequate to return normal.

Forty thousand bushels of storage capacity will make a favorable return and fifty thousand bushels should show a slight profit, providing the additional space does not include expensive warehouses and equipment, and entail the hire of additional personnel.

I do not believe that country elevators should ever reach such proportions in either size or processing equipment as to try to take the place of the terminal elevator, however, I am of the opinion that the country elevator of the present time and under the conditions which agricultural programs have created, should be not less than fifty thousand bushels capacity.

The principal question before us is what kind of space should be provided. Before getting into this matter for each station, we must ask ourselves.

How long will present conditions last?

What assurance have I that I will have my space used for any length of time?

What will additional facilities cost?

Can my organization afford to spend this much money without any definite assurance of a return from it?

What is the amount of additional space that I need? I will grant you that some of these questions are unanswerable at this time; however, others must be studied and coordinated to your particular elevator and location.

Unless country elevator men do meet this problem of handling surplus grain I am satisfied that the required facilities will be provided by governmental agencies. What these will be I do not know, but they will probably be of a nature that will long remain in your locality. They may be your tombstone. The facilities might pass into the hands of people who are not now in the country elevator business,

through government payments of various kinds and even should present programs cease, the facilities would remain to haunt you, either on railroad sidings or distributed throughout the farms in your territory. People who never invested a penny of their own would be in the grain storage business and competing with you.

Now as to financing additional storage facilities, I am working on the hypothesis that grain is food and that the storage of grain is part of National Defense. If it is, grain warehousemen should be granted some of the provisions of the National Defense Act. We all have a contract with Commodity Credit Corporation for the handling and storing of government grain and definite rates for our services are provided therein. We have no reason to believe that these rates are to be changed, even if some government men have expressed the opinion that we should perform our services for less.

The government appears to be coming into possession of a large quantity of wheat, corn, rye and barley. Some of this we now have in storage in our elevators and some is on farms in their vicinity. Under our existing contract, the grain we have in storage will remain with us until we ask for a cancellation of our contract. By asking for a cancellation, we put ourselves out of any further business under the coming year's program. Can any country elevator operator afford to do this?

We have to decide whether we want to carry over the grain we have next year or what part of it we would like to carry over. Should we decide that we would like an additional annex or other temporary storage of say 20,000 bus., we would ask the Commodity Credit Corporation for assurance that the grain would be left in storage with us and also ask it at the same time to provide us with the necessary certificates so that we could obtain authority to write off the expenditure for the additional facilities during a period not exceeding five years. This authority would reduce our taxes and prevent a pyramiding of same for the future.

Our income from the government agency for handling and storing grain would pay off the facility expense in a couple of years and thereafter our income should help to show a profit on the venture. Should there be no need for the facility after it was paid for, we could tear it down and get it out of the tax assessor's sight. This plan may cause to be built more space than is really needed in many localities, but if each and every country elevator operator will think in terms of his own problems and the amount of capacity which he can take care of without appreciably increasing his operating expenses, it is my opinion that the additional space will not prove a handicap. Permanent construction at this time in the country would probably cost too much for most country elevator men to undertake, particularly if their thoughts went back to the past ten years in our territory, however, temporary space will hold up until such time as we can get rid of our surplus grain and can then be salvaged.

The times and the conditions do not allow for that kind of human whom we all know. He who insists "Taint so." The government program is with us and it will remain with us for some time. The program is intended to be of benefit to the farmer and as farmer servers we must do our part to make this program successful. Don't let it be said that we have failed the farmer when he needed us.

Let's try to do just that. We may be taking a chance, but every farmer takes a chance from the time he goes into farming until the day he is called by his God. Having cast our lot with the farmer, we must help him by taking some chances also.

Here is an opportunity for the country elevator interests to prove that they are equal to any emergency. Let's put our weight to the wheel and show that we don't need any government or other agencies to do the job we have always done—that of handling, storing and marketing the farmers' grain.

Tuesday Evening Session

JOHN WISDORF, Fulda, was chairman of this meeting of the directors of the farmer's ass'n, which for the past several years has been the forum for the common discussion of the director's place in the operation of a successful farmer's elevator. Wages and hours discussion took up the major portion of this session. Lloyd Nelson of the ass'n office answered the questions and explained the provisions of the law covering grain elevator and feed mill operation.

Wednesday Morning Sessions

The directors and officers of the elevators as well as the managers each held a breakfast session. Harold Hedges, Economist, Washington, addressed the directors on their job, stressing

the point that the directors should give closer attention to the conduct of the elevators' business, be in attendance at directors' meetings and show real concern in what the manager is doing. Gerald S. Beskin, Minneapolis, emphasized the importance of service in his talk to the managers.

The opening address of the regular Wednesday morning session was presented by Geo. K. Phillips, Kansas City, gen'l sec'y associated Producers and Distributors, who prefaced his remarks on the itinerant merchant with an explanation of the nature and purpose of his ass'n, adding that it was instrumental in getting regulatory legislation passed in Wisconsin, Iowa and Nebraska, and as a result of its work in those states, similar laws were passed in Wyoming, Montana and California. Of the itinerant merchant he said:

The legislation which we are trying to get through is not a trucker bill, it has nothing to do with the operation of the truckers. It has solely to do with merchandising. This legislation is regulatory and is for the purpose of protecting your own business against the gypsy peddler. He operates on property which is owned by the taxpayer. We want a law which will even things up. We want to place the same responsibility on this peddler as is on the elevator operator or other country town merchant. The nomad can cut your throat because of advantages which cost him nothing, he could not do this if he were not escaping the costs which are imposed on you.

Here are some things you will meet when you talk to legislators about the need for this legislation: More efficient merchandiser, because he comes direct to the consumer on the farm, but again this could not be done if he carried the cost load you do.

Trade barriers: Any decent itinerant law makes no discrimination between an outside trucker and the trucker who confines his operations within his own state. This legislation is for the purpose of regulating his merchandising activities. Selling cheaper; naturally he would, selling prices are always based on operating costs. The itinerant merchant has no upkeep comparable with yours.

This legislation has been misrepresented to the farmer, but the bad checks which these peddlers have left behind them, should be ample reason for the farmers to urge their representatives in the state legislature to enact such a law.

This law requires the trucker peddler to put up a bond and he must be a pretty good man to get a bond. If he cheats you, you can get back at him through his bond. The farmer is one of his choice victims. He buys from the farmer and gives him a check, and by the time the farmer finds out the check is no good the peddler is many miles away, in another state, and out of the jurisdiction of the law in the locality in which the check was given. This legislation will not put the itinerant trucker out of business, but will make the peddler compete on a fair basis.

As taxes form one of the farmers principal costs you would think they would favor the local merchants, who finance the local responsibilities, and give greater support to this legislation which has for its purpose the protection of the local merchant, in other words his continuation in business to pay taxes to keep up our schools, highways and other necessities which are common to our way of life. This cannot be done through support of the gypsy peddler. He leaves nothing in your locality except bad checks, short weights, etc.

But then such a law would be of little value unless it is enforced. Each one in a small town must aid the local enforcement officers in the law's enforcement. If you do not do something soon your local merchant and your elevator will suffer severely. In Kansas 90% of the local business is gone.

MR. HOLMBURG of the Minnesota R. R. & Warehouse Commission explained the work his commission has done in its effort to regulate the itinerant merchant.

CAPT. WEBSTER: We submitted the bill about which Mr. Phillips speaks to our legislature, but having no support from the country it did not go through. We have several laws, and some of them are used to the disadvantage of the established grain dealer. Unless you men from the country give it your support the legislators will form the opinion it is against the best interest of the farmer. If you want such a law you must so advise every member of the legislature and seek the support of everyone else in your community, merchant, farmer and town consumer.

Wednesday Afternoon Session

COL. F. E. MATTSON, Chairman R. R. and Warehouse Commission, St. Paul, spoke on the functions of the Commission, and expressed his appreciation of the close co-operation of the grain trade.

E. S. FERGUSON, pres. Minneapolis Chamber of Commerce, in substance, repeated the address which he gave before the N. D. ass'n.

Thursday Morning Session

G. S. SKIEM was in the chair for this, the elevator managers' session, and presented John Whaley, who, with the aid of moving pictures, explained the work of the department of weights and measures.

ERLING HANSON, supt. Weights and Measures Dept., discussed the problem of efficient and periodical scale inspection. He said: We regret as much as you do our inability of giving scale tests once each year. We are handicapped by the lack of funds. While your scale is as important, it gets less attention than your cash register. We have an appropriation of \$30,000, sufficient for testing only the state's gas pumps. We do test your scales once in four years. The department cannot delegate authority to a person outside the department.

A. L. LARSON, Hallet & Carey Co., Minneapolis, tackled the weevil problem, and handled it to the entire satisfaction of those present. He said in part: When you return home begin to examine your bins, and caution your farmer patrons who have grain stored on their farms to do likewise. The first thing to do is to pick up a handful of grain and smell of it. You can readily determine in this manner if there is anything wrong. If there is a strange odor investigate more closely, as bugs wait for no man, and the government is damage conscious. If you find bugs, turn the grain, get it to as near the outside temperature as possible; run it over a cleaner, fumigate. Do what you can to stop infestation. Remember weevil are very prolific when they are in your grain.

Mr. Larson explained the workings of the granary and rice weevil adding that the granary weevil depends on the elevator man for his transportation while the rice weevil moth can fly into the fields and infest it. He stated also there are seven types of bugs which are most prevalent, and that grain with a moisture content of less than 13% provided ideal incubation. He continued: If you do not make your elevator attractive to these bugs they will not stay with you.

MR. WHALEY called attention to the various bills which are before the legislature, and which are of interest to the grain trade. Of particular interest was the non-negotiable ware-

house receipt to be issued by terminal elevators on re-stored grain. He also stated legislation is being considered providing for the revision of the report on storage liability, which would lower the bond requirements.

Closing Session

Following the seating of the voting delegates by the credentials committee, the final business of the convention proceeded.

H. A. FREDERICKSON, Windom, for the resolutions committee offered resolutions; directing the ass'n sec'y to supply officers and directors of farmers elevators with copies of its regular bulletins at cost; urging repeal of a recent federal law to prohibit interstate shipment of prison-made goods; supporting H. F. 472 in the Minnesota legislature to make pipe line companies public utilities and impose a tax on natural gas; suggesting legislators set aside a sufficient appropriation for systematic agricultural research on Minnesota farm crops; petitioning the Interstate Commerce Commission to effect its order eliminating switching charges on grain at Minneapolis and Duluth; and vigorously protesting "the granting of reduced rates to Southwestern mills unless a like reduction also is granted to millers in our territory, because we believe such a concession to Southwestern mills alone would cost us and our farmer-customers approximately 4c per bu. to offset the advantage." Involved in the latter resolution was Interstate Commerce Commission docket No. 28090, in which a reduction in freight rates of 9c per 100 lbs. (equivalent to 18c per bbl.) was ordered on flour from Texas-Oklahoma points to Atlantic seaboard points from Norfolk, Va., to Boston, Mass., inclusive. Contended this resolution: "Our mills can only pay a price for wheat that will allow them to meet the competition of Southwestern millers," and a copy of the resolution was ordered sent to the I. C. C. official conducting a rehearing of the case at Kansas City, Mo., Feb. 25.

Following the regular business session, the directors re-elected the following officers: Oscar A. Olson, Truman, pres.; H. A. Frederickson, Windom, vice-pres.; J. E. Brin, Stewartville, treas.; A. F. Nelson, Minneapolis, sec'y.

Adjourned *sine die*.

The Banquet

As usual this gala affair attracted a capacity crowd. Following the dinner, P. S. Williams, the toastmaster, presented J. A. Bolton, pres., Minneapolis Commission Merchants Ass'n, who welcomed the guests. Pres. Olson responded. Val Bjornson, prominent newspaper man, gave the address of the evening. An interesting musical program was furnished by a local orchestra.

Convention Notes

Identification badges were supplied by the Mill Mutuals.

In the T. E. Ibberson Co. room were displayed stereopticon slides of many of the elevators and feed mills recently constructed by the company.

The visiting ladies were furnished all sorts of entertainment, shopping tours, luncheons, theater parties, etc.

Elmer H. Sexauer, of Geo. P. Sexauer & Son, Brookings, S. D., and pres. of the Grain & Feed Dealers Nat'l Ass'n, was on hand visiting his many acquaintances.

The Minneapolis grain firms provided many spots of welcome and good cheer throughout the hotel.

Altho its headquarters were on one of the top floors of the hotel its many friends experienced no trouble in locating the Hogenson Construction Co.

Strong-Scott Mfg. Co., Link-Belt Supply Co., R. R. Howell Co. and other supply trade firms had displays of equipment in their rooms where all were welcome.

Pres. Olson took good naturedly the continuous kidding about his bulging waist line, but, come spring, he promises to work it off.

The 25 Year Club held its annual meeting Tuesday afternoon.

Harry Hanson passed out literature telling of the advantages of Larvacide for fumigating stored grain.

Exhibits at the Raddison

A. T. Ferrell Co. exhibited an 18D Clipper Cleaner; Hart Carter Co., No. 15 Carter Utility Disc Separator; J. H. Fisch Co., photographs of elevators recently erected and of elevators in process of moving; Day Co., photographs of dust collecting jobs and flour storage bins; Fairbanks-Morse & Co., motors, grain beam, platform scale with over and under attachment; Cleland Mfg. Co., new aspirator used on Cleland Expert Cleaners; Howe Scale Co., platform scale with over and under attachment, grain beam with Weightograph; Gustafson Seed Treating Machine; Superior Separator Co., Terminal 4 Cylinder Separator, Junior Separator and Junior Huller; Lindsay Bros., twine and cordage; Geo. T. Walker Co., fumigant; Twin City Seed Co., Northrup, King & Co., seeds; Zinc Institute passed out literature telling of the advantages of zinc galvanizing.

Grain Holdings of C. C. C.

Five hundred million bushels of corn was under control of the Commodity Credit Corporation on Jan. 31. Of this 200,208,000 was owned outright, and 301,827,000 bus. of 1938 to 1940 corn held as collateral for loans.

CORN LOANS were scheduled as follows:

Loans	Corn Loans		Total Outstanding, Dollars
	Total Collateral Held, Bus.	Disbursements by CCC, Dollars	
1938	8,873	16,599,357	4,855
1938-39	209,077,334	141,387,117	10,257,088
1939	25,820,905	176,808,865	140,938,140
1940	51,676,999	279,646	31,476,079
Total	284,584,111	491,359,734	182,676,164

WHEAT LOANS were 284,009,330 bus., and wheat owned was only 513,000 bus.

Loans	Wheat Loans		Total Outstanding, Dollars
	Total Collateral Held, Bus.	Disbursements by CCC, Dollars	
1938		47,075,263	
1939	9,957,097	27,641,966	7,079,684
1940	274,056,233	7,371,910	198,195,193
Total	284,009,330	82,089,111	205,274,878

Rye loans totaled 4,693,574 bus.

Barley loans were 6,753,302 bus.

Grain sorghum loans amounted to 56,368 bus.

In addition to the corn and wheat, the CCC on Jan. 31 owned 8,219 bus. rye; cotton, 6,183,472 bales; peas and vetch, 250,800 lbs.; tobacco, 332,320,450 lbs.; rubber, 86,853 tons.

Total disbursements by the CCC have been \$1,528,317,652.

Officers Farmers Elevator Ass'n of Minnesota



H. A. Frederickson, Windom, vice-pres.; J. E. Brin, Stewartville, treas.; Oscar A. Olson, Truman, pres.; A. F. Nelson, Minneapolis, sec'y.

Burned Elevator to Conceal Shortage

Frank Kendall, 51, residing at Dodge City for the past 8 years, took charge of the elevator at Ransom, Kan., for the Morgenstern-Pyle Grain Co. in June, 1939, and bought and shipped grain on a commission of 1 1/4 cents per bushel.

Kendall received a letter from the owner Jan. 28 directing him to ship two cars of wheat, placing him in a desperate situation, as he had only 1,500 bus. in the house, altho he had reported on Dec. 30 a stock on hand of 5,868 bus. wheat, 1,268 bus. barley and 914 bus. milo.

To avoid admitting the shortage he decided to burn the elevator, and hired Cecil Zordell for \$10 to set the fire Sunday night. The flames were discovered between 2 and 3 o'clock a. m., Feb. 3. Salvage operations indicated 1,500 bus. of wheat, no milo and less than 70 bus. of barley at the time of the fire.

Kendall stated that someone must have stolen considerable grain from the elevator and then set fire to the building to cover up the theft. His statement led to an investigation by the Ness County authorities and the state fire marshal's office. The apparent grain shortage reported by Wm. Balch, adjuster, led Omar Hodges, manager of the Mill Mutuals Southwestern Department, to request an investigation which was participated in by Richard C. Steinmetz, chief special investigator of the Mutual Fire Prevention Bureau.

Guilty of embezzlement, forgery and arson, Kendall confessed that "during the months of September, October, November and December of 1940 and January of 1941 I issued a number of checks upon Morgenstern-Pyle Grain Co. which I signed for the company and which were made payable to C. E. Hazen and Louis Horchem, which were not in payment of any amounts owed by the company to the payee and which checks were never delivered but were endorsed by me and cashed for my personal use. I cashed a similar check made payable to H. Smith. I made up scale tickets for grain that had not been delivered to the elevator, destroyed the original scale ticket and sent the duplicate to the office in Salina."

Zordell's confession related that "I walked down to the elevator and lifted out the north door so I could reach in. There was a small roll of car paper just inside the door. I unrolled that paper, wadded it up, lit it and threw it back into the elevator. I went home and to bed and was asleep before the fire whistle sounded."

Both were arrested Feb. 7 and pleaded guilty Feb. 8 and each sentenced to terms in the penitentiary of 1 to 5 years, the minimum and maximum provided by the Kansas law for burning insured property. The prisoners were taken to the penitentiary at Lansing Monday,

Feb. 10, just one week after the elevator burned.

This case was quickly solved because of the fine spirit of co-operation manifested between county and state authorities and representatives of the fire insurance companies.

Grain Trade News

[Continued from page 173.]

Gayville, S. D.—The A.A.A. has erected 27 steel tanks here for corn storage, with an average capacity each of 2,800 bus., totaling 75,600 bus. Corn stored in the bins is mostly all No. 2 yellow grade; no white corn. The A.A.A. also has about 15,000 bus. of corn of about the same grade stored in the King Grain Co. and J. C. Mullaney elevators here. I. G. Corey and George Garvey, managers respectively of the above elevators, were in charge of filling the bins.

Colman, S. D.—The Farmers Co-operative Elvtr. Co. will replace its elevator that recently burned with a combination grain elevator and feed mill. The new plant will be of 25,000 bus. storage capacity and will have a number of processing bins. There will also be installed a modern attrition mill with two 30-h.p. motors, a Strong-Scott Blower System and a 1 1/2-ton Strong-Scott Mixer. A Howe Scale will be used in the driveway for receiving and another 20-ton scale will be installed at the main elevator. The company operates two local elevators. A large warehouse will be built for the storing of feed commodities. Work has been started by the T. E. Ibberson Co.

SOUTHEAST

White Gate, Va.—A new flour and feed mill is being installed near here by C. B. Taylor.

Tampa, Fla.—The Howard Grain Co. warehouse was damaged by fire Feb. 5. Stock included several carloads of beet pulp.

Lewisville, N. C.—We have just started a new Jay Bee Hammer Mill, tex-rope drive, 50-h.p. motor. We also mix feed and make flour and meal.—Lewisville Roller Mills.

Shelby, Miss.—The Denton Mfg. Co. is building a plant consisting of a 300-bbl. flour mill and a 200-bbl. corn mill here, to be ready for operation about June 1. The plant will be known as the Denton Flour Mills.

Tampa, Fla.—The Citro-Dry Co., Inc., plant for production of cow feed from grape fruit and orange waste, completed in January, is in operation and moving towards its capacity production of 25 tons a day. It is one of seven plants of its kind in the state.

TENNESSEE

Mt. Pleasant, Tenn.—The Maury Milling Co., flour and grain mill of which the late C. S. Jackson was president, has voluntarily applied in chancery court for a receiver. The mill has been operating for 32 years. Assets were listed as \$57,500 and liabilities at \$60,500.

TEXAS

Austin, Tex.—House Bill 270 was introduced Feb. 5. Commission Merchants: To license and regulate commission merchants.

San Antonio, Tex.—W. W. Holmes, 63, sales manager for the Mueller-Huber Grain Co., was found dead in his parked auto north of here, recently. Death was due to natural causes.

Levelland, Tex.—Major H. Rogers has installed a new 150-h.p. gas motor to operate his large feed mill which has a capacity of 600 lbs. of heads per hour. Other new equipment recently added gives Major Rogers one of the largest plants of its kind in this section.

WISCONSIN

Roberts, Wis.—The Roberts Elvtr. Co. recently installed a new 50 h.p. Jacobson Universal Hammer Mill, a new mixer, and rebuilt its bins, work being done by the T. E. Ibberson Co.

Stratford, Wis.—Herman Klemme, 74, part owner in the H. K. Klemme & Son feed warehouse here for many years until his retirement two years ago, died Feb. 14 following a long illness.—H. C. B.

Woodville, Wis.—The Woodville Elvtr. Co. recently completed installation of a 1 1/2-ton Strong-Scott Mixer, the repairing of the legs and installation of new pits. The T. E. Ibberson Co. had the contract.

Stetsonville, Wis.—Peter Bootzin's new store and feed warehouse was formally opened for business Feb. 1. The building housing the two departments is 60x100 ft. The warehouse is equipped with a hammer mill and feed mixer. Albert Brehm is manager of the feed department and Reuben Hungsberg and Walter Reinhold are assisting in the warehouse.

Superior, Wis.—Assemblyman Frank D. Sheahan, Superior, has introduced a bill in the State Legislature authorizing Douglas County to sell county-owned bay front property to the Farmers' Union Grain Terminal Ass'n on which to erect a \$700,000 grain elevator in Superior and which was given swift approval by the assembly and sent to the senate for final action.—F.G.C.

Madison, Wis.—No one appeared against the Westfahl bill to establish a minimum wage of 40c an hour for all but farm workers in Wisconsin at a hearing on the measure Feb. 20 before the assembly committee on labor. Harry Virgil, representative of the United Retail, Wholesale and Department Store Employees of America (CIO), appeared in favor of the measure. The bill will be given another hearing.—H. C. B.

New Holstein, Wis.—Frederick Otto Iverson, 77, retired grain dealer, died at his home here Feb. 6. In 1892 Mr. Iverson formed a partnership with H. H. Greve in the grain business, which lasted 12 years. For the next two years, Mr. Iverson was a buyer for the W. W. Cargill Co. He then built his present grain elevator, which he operated until 1936, when he turned it over to his son-in-law, Fred Schildhauer.—H. C. B.

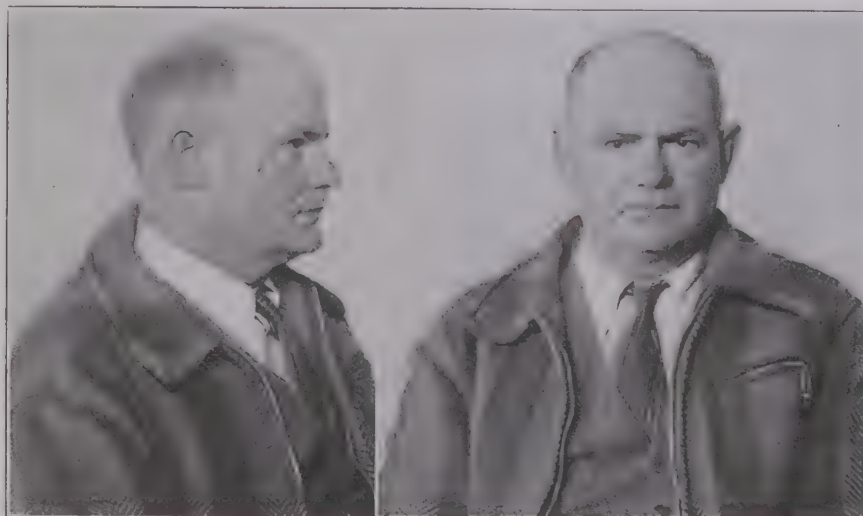
WYOMING

Buffalo, Wyo.—Ralph D. Perry and Plummer G. McCrady have purchased the Buffalo Feed & Implement Co. from George Howarth and reopened it as the Big Horn Feeders Supply Co.

CCC 1940 Corn Loans

The Commodity Credit Corporation has announced that as of Feb. 15, 1941, returns on the 1940 corn loan program show that 69,473 loans have been made for a total of 65,845,844 bus. valued at \$40,115,441.90. Repayments for the week ending Feb. 15 were reported as 12 loans for a total of 10,571 bus. Loans by States follow:

State	No. of Loans	Bushels	Amount
Illinois	8,655	9,100,546	\$ 5,551,145.26
Indiana	734	630,094	384,344.28
Iowa	37,793	27,850,646	23,088,406.80
Kansas	446	333,549	202,017.91
Kentucky	10	23,385	14,264.85
Michigan	3	1,290	786.90
Minnesota ..	5,709	4,565,326	2,778,950.12
Missouri	2,555	2,150,896	1,310,645.68
Nebraska	9,704	8,371,375	5,096,238.22
North Dakota	67	79,824	36,641.22
Ohio	303	174,013	106,147.93
South Dakota	3,484	2,560,857	1,543,520.90
Wisconsin ..	10	4,043	2,331.83



Frank Kendall, Mgr. Elevator at Ransom, Kan., Paid \$10 to Have Elevator Burned.

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

ARIZONA

Phoenix, Ariz.—The Quick Seed & Feed Co. installed its second new large Standard Cleaner with ball bearing equipment throughout, bought from the Sidney Grain Mach. Co.

ARKANSAS

Dumas, Ark.—J. E. Freeman has bot the grist mill formerly operated by Bun Tiner at Tyro, and has moved it to the building formerly occupied by Dancer's blacksmith shop where he is prepared to do first class grinding.

Dewitt, Ark.—Feed Mill, Inc., Carl Owens, mgr., recently installed a corn sheller that takes the tips off grains, removes decayed and damaged grains from the corn before it goes to the mill. It also has installed a late type of roller mill.—J. H. G.

DeWitt, Ark.—The Farmers Elvtr. Co., with a capital stock of \$25,000, has been formed and will construct an elevator with a capacity of 100,000 bus. A cleaning and storage plant will be operated in connection with the warehouse. Membership is restricted to those connected with the DeWitt Co-operative Buyers Ass'n, the officers of which are Godfrey Thomas, pres.; B. E. Jessup, sec'y-treas.—J. H. G.

CALIFORNIA

Sacramento, Cal.—Assembly Bill No. 1147 was introduced Jan. 23. An act to amend Section 1083 of the Agricultural Code, relating to commercial feeding stuffs, requiring as to simple animal protein concentrates a certification of the quality index of such protein.

CANADA

Creston, B. C.—Edw. Clark has obtained the warehouse here formerly used by Creston Fruit Products, and will reconstruct and equip it for a small flour and feed mill. He will install a 25-bbl. flour mill and chopping mill machinery.—F. K. H.

Fort William, Ont.—The N. M. Paterson Co., Ltd., will erect distress grain storage structures on lots adjacent to the terminal elevator, and was granted permission to place guy wires ten ft. on each side for the full length of the building when its representative appeared before the city council recently.

Winnipeg, Man.—Ewart C. Kelly, 58, former member of the Winnipeg Grain Exchange and well known in local grain trade circles, died recently. He had not been in active business since retiring from the firm of Morrison & Kelly some years ago. He was a son of the late Andrew Kelly, president of Western Canada Flour Mills Co., Ltd.

Vancouver, B. C.—William P. Walker, who came here from New York about 10 years ago to take charge of grain operations of Sanday & Co., was recipient of a presentation from members of the Vancouver Grain Exchange thru its president, Jan C. Nijdam, before Mr. Walker's leaving for his future home in New York. He had been acting as a grain broker here since the Sanday operations were closed here several years ago.

Vancouver, B. C.—Ian E. Davidson, local grainman, was among the victims of the air crash of the Trans-Canada plane crash on Feb. 6. Mr. Davidson first came here in 1929 as export manager for Earl Stoddart & Watt, Ltd., of New York. Later he served in the same capacity with the United Grain Growers Export Co., and when that firm closed the local office he became a grain broker on the Vancouver Grain Exchange. Three years ago he relinquished that job to take over the secretaryship of the Master Bakers Ass'n. He started in the grain business as a laborer in a Winnipeg grain elevator.

Westminster, B. C.—R. L. Davis has been appointed to take charge of the dairy feeds and service branch of the Brackman-Ker Milling Co.

Ottawa, Ont.—Deficit of the Canadian Wheat Board on 1939 crop account, western division, was \$6,119,656, the annual report recently issued showed. Deficit from operations on marketing the 1938 wheat delivered to the board by producers was placed at \$61,282,329. Wheat of the 1939 crop acquired by the board totaled 383,762,301 bus., valued at \$261,868,199 for the year ending July 31, 1940, the report stated. It further set forth net proceeds from sale of this western wheat were \$186,496,862. Surplus on cash wheat transactions was placed at \$16,192,762. Eastern division accounts for 1939 showed a surplus of operations of \$80,729, with surplus on wheat sales \$284,053.

Fort William, Ont.—The Western Grain Co., Ltd., under the distress grain storage scheme, will start construction not later than May 1 of a frame building with a capacity of 2,000,000 bus. of grain, on land adjacent to its elevator. Permission to sell the necessary ground for the construction was approved by the city council Feb. 14. Cost of the building is estimated at \$160,000. J. H. Irwin, manager, stated. The structure will be 600x144 ft.; single story, 56 ft. in height at the peak, with 20-ft. walls. The floor will be of concrete slab; the exterior will be finished with ready roofing material. The building will be filled by means of a belt along the roof. It is to be ready for use by July.

Ottawa, Ont.—A processing tax on wheat milled into flour which would raise the cost of bread 1 cent a loaf thruout Canada is expected to be the major departure in the wheat policy shortly to be announced to parliament. In addition to an increased processing tax, the wheat policy as finally agreed upon by the cabinet wheat com'te is reported to include (1) Limitation of government wheat purchases to the quantity the wheat board believes it can sell during the year. (2) Education pressure for crop reduction but no compulsory legislation to reduce acreage. (3) Extension of storage facilities. Under this policy the farmer would have to take the gamble on whether a market would be found for wheat raised over and above Canada's domestic requirements and the limited export markets still existing.

COLORADO

Yuma, Colo.—The Farmers Milling & Mercantile Co-op. Co. recently installed a new Atlas Bucket Belt, also a Howell Universal Blower System for dust control.

ILLINOIS

Roberts, Ill.—Elias Gullet is manager of the Farmers Elevator, succeeding Leo Zick, resigned.

Allerton, Ill.—Harry Allen Grain Co. is installing a 30-ton Fairbanks Truck Scale with 34x10-ft. deck.

Sheldon, Ill.—Fire of undetermined origin in the engine room of the Sheldon Farmers Elevator Feb. 10 did a small amount of damage.

Bement, Ill.—Winfred Dobson, who has been in charge of the Bement Grain Co. elevator at Piatt, has been transferred to the company's local office.

Woodland, Ill.—The Woodland Farmers Grain Co. has installed a 30-ton Fairbanks Truck Scale with 34x9-ft. deck and type registering scale beam.

Stewart, Ill.—The elevator of the Stewart Co-operative Grain Co. has been sold by Referee Philip H. Ward to the Lee County Grain Ass'n of Lee Center.

Fisher, Ill.—A 10 per cent dividend was paid stockholders of the Fisher Farmers Grain & Coal Co. at its recent annual meeting. Harold Steele is manager of the company.

Paw Paw, Ill.—John Reynolds, manager of the Paw Paw Farmers Elvtr. Co., has been spending some time at a Rochester, Minn., clinic getting a check up on his physical well-being.

Prophetstown, Ill.—The Rock River Lumber & Grain Co. held a meeting of farmers the evening of Feb. 5, when forty men were present to hear the speaker for the occasion, George Cies of Sterling.

Nokomis, Ill.—For the first time since the organization of the company nearly 20 years ago, the stockholders of the Nokomis Equity Elvtr. Co. received a cash dividend of 3 per cent on their stock recently.

Springfield, Ill.—Senate Bill No. 24 if enacted will make all employers of one or more persons amenable to the state unemployment act and subject to a tax of 3% of all wages paid. No one will be exempt.

Springfield, Ill.—House Bills Nos. 123 and 124 will make all business establishments amenable to the wages and hours laws and burdensome regulations. You cannot crucify the employer without hurting the employee.

Ladd, Ill.—Mgr. A. E. Foster of the Ladd Elvtr. Co., a position he has held for the past 19 years, reported the year 1940 was the most successful in the history of the organization, the net profit for the year being \$7,998.91.

Lora, Ill.—The Lora Farmers Elvtr. Co., managed by Dan Kuntz, is replacing all its open brush type motors with new 3-phase inclosed self-ventilating motors, and has put in a new head drive with anti-friction bearings.

Milford, Ill.—The Bryce Farmers Grain Co., which is managed by Robert R. Kohlman, has installed a Howe Truck Scale with 28x9-ft. deck, and has built an extension on its lumber shed to put all lumber stocks in one building.

Elburn, Ill.—George Pobstman of Maple Park purchased the Elburn Grist Mill and will take possession Mar. 1. Mr. Pobstman has been engaged in farming. The local mill will be rebuilt and remodeled and a new feed mixer and corn sheller will be installed.

Manito, Ill.—George F. Knollhoff, 76, retired grain dealer, died Feb. 12 at Methodist Hospital, Peoria. Mr. Knollhoff was last employed by the Turner-Hudnut Co., here, and had been in the grain business for 21 years. He had resided in Peoria for the past 18 years.

Stanford, Ill.—W. H. Springer, for 33 years manager of the Stanford Grain Co., recently resigned that position and has been succeeded by his son, Stanley Springer, who has been employed with him for the past four years. The elder Mr. Springer will retire from active business.

Sheldon, Ill.—Prompt action on the part of Mgr. J. D. Worsham and his staff saved the elevator of the Farmers Co-operative Elvtr. Co. on Feb. 10, when a blaze started in the engine room where a semi-diesel engine had been in operation a few minutes before noon. Grabbing all chemical hand fire extinguishers available the elevator staff held the fire in check until the fire department arrived. Damage was confined to one wall and was estimated at \$145.

Rowell (Maroa p. o.), Ill.—Robert H. McGrath, 20, manager since Dec. 1 of the local grain elevator owned by his father, Robert McGrath, and his companion, Charles B. Keister, 20, Warrensburg, were killed shortly after 2 a. m. Feb. 14 at Decatur when their car smashed into the rear of a transport truck parked near the Oakland St. subway at the junctions of Routes 121 and 48. The car driven by McGrath crashed squarely into the rear of the truck and was demolished. Kiester died instantly and McGrath died in an ambulance en route to the hospital. The transport had broken down and was being repaired at the time of the accident. Flares had been posted behind the truck to warn motorists, it was said.

Carmi, Ill.—Roy Bachman has taken over active management of the Iglehart Elevator formerly operated by Manford B. Finch and Walter Finch. A line of feed and seeds for sale at retail will be added to the other business carried on by the elevator.

Peoria, Ill.—Chairmen of standing committees of the Board of Trade for 1941 are: finance, F. L. Barlow; inspection, B. E. Wrigley; transportation, H. H. Dewey; regular warehouse, H. M. Barlow; rules, H. A. Mulholland; telegraph, H. J. Zastrow; call board, J. F. Sheridan, and discounts, Jacob Younge.

Alton, Ill.—George S. Milnor has been elected president of the Millers Mutual Fire Ins. Co. Mr. Milnor formerly was vice-president of the company and succeeds H. B. Sparks who has been president for 26 years, and asked that he not be re-elected. Mr. Sparks has been named chairman of the board. A. J. Koenigsmark was named first vice-pres.

Wheaton, Ill.—DuPage County thru the Forest Preserve commission, will restore the old Graue grist mill in Fullersburg forest preserve during the coming summer. Corn and buckwheat will be ground by the two big stones formerly in use at the mill. The stones will be run by water power, Salt Creek being harnessed to do the work. Work will be done by C.C.C. camp members. When in operation, corn meal will be sold to visitors.

Poseyville, Ill.—Igleheart Bros. of Evansville have taken over their building formerly occupied under lease by the Posey County Co-op. and are operating the elevator. The new firm will be under the management of Ivan D. Williams, who has had wide experience in both grain and feed. Grinding and mixing of feed will be done. Dale Stallings, of Wadesville, has been employed as manager. Igleheart Bros. operated the mill here several years ago.

Donnellson, Ill.—John Hampton, who has operated the Donnellson Elevator for the last 10 years has sold it to Jack Howard of Donnellson, Frank Ware of Hillsboro and Macon Toberman of National Stock Yards. The group will operate the elevator as the Donnellson Grain & Supply Co., Inc., and will handle a complete line of feed, grain and implements. Jack Howard will manage the elevator and the other men will assist in the supervision of the business. The new company has been incorporated; 36 shares common p.v. at \$100 a share.

Fairview, Ill.—Fairview Farmers Elvtr. Co. entertained a thousand persons at its sixth John Deere Day celebration recently. In spite of unfavorable weather conditions the crowd assembled early from all sections of the neighboring country, and remained for the entire day's entertainment. An interesting movie show was arranged for the early afternoon and before and after the show the crowd milled around the company's grounds and buildings, looking at new merchandise and exchanging greetings with friends and neighbors. Box lunches and coffee were served by the company. Twenty-three prizes were awarded following the movie show. W. R. Willcoxon is manager of the elevator, assisted by Cecil Kuehn and A. E. Bentley; Chas. B. Clauson is president of the company; Howard Vollmar, vice-pres.; J. Hayes Schleich, sec'y and Wilbur Dickson, treasurer.

CHICAGO NOTES

Thos. Y. Wickham, Harry H. Wickham, Jr., and Clinton S. Beach were admitted into partnership in the firm of Faroll Bros. as of Feb. 15. All three are members of the Board of Trade.

Proposed amendments to the rules of the Chicago Board of Trade to change the grades of rye and oats deliverable on futures contracts traded on the exchange failed to bring out a sufficient number of votes for adoption Feb. 24. An earlier vote on these amendments (copy of which will be found elsewhere in the Journals) was thrown out after a protest had been made that an illegal ballot was used in voting on the measure Feb. 14.

Membership certificates in the Chicago Board of Trade once more were sold at the all time low of \$450, a decline of \$50 from price level of the preceding week. Posted offers of certificates also were at \$450.

Harold C. Steiner, for many years with Harris, Burrows & Hicks, has become associated with Price & Hicks. Mr. Steiner previously was a margin executive. He now is a customers' man and registered representative.

Samuel M. Raymond, veteran grain news reporter and head of the Raymond News Service, celebrated his 45th anniversary as a member of the Chicago Board of Trade on Feb. 13. He has been connected with the Exchange activities for 54 years.

Advancing years and high taxes have sealed the doom of the 11-story 56-year-old building that joins by a bridge the Board of Trade building and for many years the home of many well known grain firms. Located at 332 South LaSalle St., the structure, known years ago as the Rialto building, will be razed, wrecking starting May 1, to be replaced with a one-story "tax-payer" structure.

INDIANA

Sullivan, Ind.—Stock Growers Milling Co. opened for business recently.

Clay City, Ind.—Clay City Hatchery recently completed a building to house a feed mill.

Urbana, Ind.—The Mutual Grain Co. recently installed an electric truck hoist.—A. E. L.

Brookville, Ind.—The Brookville Feed & Coal Co. has been taken over by John Bummer, former co-owner.

Union City, Ind.—The Pierce Elevator recently bought a ton Sidney Vertical Mixer to facilitate mixing operation.

Garrett, Ind.—The Stump Grain & Coal Co. has installed a Kelly Duplex Vertical Feed Mixer, ton capacity, with motor drive.

Hamlet, Ind.—The Hamlet Grain & Feed Co. replaced its old truck scale with a 20-ton scale having a 36-ft. platform.—A. E. L.

Saratoga, Ind.—The Morrison-Teegarden Co. recently installed a complete bucket elevator which was furnished by the Sidney Grain Mach. Co.

Akron, Ind.—Haldeman-Baum Co. recently installed a new grain dump and drag and a new cracker and grader in the west elevator.—A. E. L.

Keystone, Ind.—The Hoosier Grain & Supply Co. replaced its attrition grinder with a new hammer mill and 50-h.p. motor. A new one-ton feed mixer also was installed.—A. E. L.

Fishers, Ind.—Paul McComas was severely injured in an automobile accident on Feb. 8 when he crashed head-on into a large semi-trailer truck. His automobile was a total wreck and Paul, badly cut about the face, was in an Indianapolis hospital for a week before being taken to his home.

Goshen, Ind.—B. F. Hartzog, proprietor of the Farmers Coal & Feed Co., has sold his business to Merrill Doriot of Nappanee. The new owner took immediate possession. Mr. Doriot has been manager for Syler & Syler at Nappanee for some time. Mr. Hartzog, who is 83 years old, plans to retire.

Chandler, Ind.—Ray A. McElhinney of Evansville has purchased the S. W. Perigo mill and elevator, which for many years was operated by S. W. Perigo, who died recently. Mr. McElhinney has been connected for the past three years with the Brizius Co. of Evansville. He has taken several courses at Purdue University relating to feeding problems. A cash prize is being offered by Mr. McElhinney for a new name for the Chandler mill. Mr. McElhinney and family will reside here.—W. B. C.

Ft. Wayne, Ind.—The Northeastern Indiana Hay & Grain Dealers Ass'n will hold its regular meeting at the Wayne Hotel Monday evening, Mar. 10. A chicken dinner will be enjoyed followed by an excellent program. W. B. Krueck, Allied Mills, will be the speaker of the evening, his subject, "Do You Know Your Stuff?" Questions will be welcomed. L. R. Rumsyre, sec'y of the ass'n, urges reservations for the dinner be made by Mar. 6, addressing Miss Jerry Bernard, Wayne Hotel.

INDIANAPOLIS LETTER

H. B. 14, halving the retailers' gross income tax rate, has passed the House and awaits action by the Senate Finance Committee—S. B. 28 removing the requirement of notarizing gross income tax returns has passed both Senate and House.

H. B. 388 permits state department of insurance to authorize premium rates above maximum on workmen's compensation insurance under "unusual circumstances." A bad bill—urge your representative to vote against it.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

S. B. 243. Introduced on Friday would create a State Dept. of Agriculture. A hasty and loosely drawn bill which has many earmarks of a "political" set-up, which would endanger agricultural interests, as well as grain, feed, fertilizer and other interests. Bill should not pass in present form, or at this session.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

H. B. 319, H. B. 326, H. B. 327 and H. C. R. 2 represent an agreed program of shippers and carriers for the clarification of problems in this industry. Technical questions concerning conformance with federal statutes, codification of Indiana laws, and financing a defense program for Indiana in the interterritorial freight rate controversy are involved in these bills, which are still in committee.

The statement regarding the market information being supplied to Indianapolis grain dealers was somewhat erroneous because the Indianapolis Board of Trade supplies a continuous ticker service on the floor of the Exchange for the benefit of members, and several private wire houses operate branch offices and post continuous market quotations in this city.—W. H. Howard, sec'y, Board of Trade.

IOWA

Bode, Ia.—The Davenport Elvtr. Co. has sold its elevator to the Farmers Co-operative Co.

Wilton Junction, Ia.—Vern Thede, owner of the Home Mix Feed Co., is building a new feed plant.

Cherokee, Ia.—Weart & Lysaght Co. have sold out, James F. Weart Co. taking over the remaining assets.

Mt. Vernon, Ia.—Howard W. Oberman is now manager of the Farmers Elevator, succeeding R. A. Wiederbocht.

Leverett (Marathon p. o.), Ia.—A 20-ton, 34-ft. scale was installed here recently for the Quaker Oats Co. by the T. E. Ibberson Co.

Traer, Ia.—The Farmers Elvtr. Co.'s office is being remodeled and enlarged and the scale room will be made part of the office.

Baxter, Ia.—August H. Hager, 65, for 45 years operator of the Baxter Milling Co. mill, died, recently, of a heart attack.—A. G. T.

Estherville, Ia.—Greig & Co., Inc., are installing additional seed cleaning equipment, the T. E. Ibberson Co. having the contract.

Meriden, Ia.—A new 30-ton, 34-ft. scale was installed here recently for the Quaker Oats Co. The T. E. Ibberson Co. had the contract.

Alta, Ia.—The Quaker Oats Co. has installed a new seed oats cleaner with a capacity of 200-300 bus. an hour, to be used for custom cleaning.

New Sharon, Ia.—A new portable hammer mill mounted on a cab-over-engine model truck has been added to the equipment of Lamis Elevator.

Fort Dodge, Ia.—Ed Dwyer, manager of the Fort Dodge Grain Co., has resumed work after recovering from a heart attack suffered several weeks ago.

Ware, Ia.—Gene Black, manager of the Quaker Oats Co. elevator, is recovering from an appendectomy. He is a patient in the Emmetsburg hospital.

STRATTON GRAIN CO.

MILWAUKEE, WIS. ST. JOSEPH, MO. NEW YORK, N. Y.
CHICAGO, ILL. SPRINGFIELD, O.
MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS
Consignments and Future Orders Solicited

Kamrar, Ia.—B. G. Sniffen was re-elected manager of the Farmers Elevtr. & Supply Co. at its annual meeting, entering upon his 16th year in that capacity.

Rhodes, Ia.—Gayle Snedecor, president of Western Grain & Feed Ass'n, and manager of the Farmers Lumber Co., is confined to his home with an attack of influenza.

Winthrop, Ia.—M. F. Cooney has taken charge of the Winthrop Elevtr. Co. elevator following the recent resignation of C. A. Arthaud of Hazelton, as manager of the plant.

Ames, Ia.—The Ames Reliable Products Co. recently completed laying a hard wood floor in the main mill, also roofing the mill and elevator with iron. Geo. Todd Constr. Co. did the work.

Sheldahl, Ia.—The Farmers Elevtr. Co. recently installed a direct drive for the conveyor that delivers the grain from the storage to the main elevator. Geo. Todd Constr. Co. had the contract.

West Bend, Ia.—The Davenport Elevtr. Co. recently let a contract to the T. E. Ibberson Co. for construction of an addition to its sales and feed room. New seed cleaning equipment also is being installed.

Mingo, Ia.—Glenn Huggins of Farrar will take over the manager position March 1 of the Gifford Grain Co. elevator here. He succeeds Lyle Pulley who has returned to his dad's business at Zearing, Ia.—Art Torkelson.

Garner, Ia.—Clint D. Daniels recently was named sec'y of the Farmers Co-op. Soc., succeeding A. E. Katter who retired after serving 25 years. Fred Steiff is the manager.—Art Torkelson, with Lamson Bros. & Co.

Hills, Ia.—The grain elevator and corn cribs formerly owned by Griffin & Hardy, which were purchased by Ian Rummelhart, are being razed. Mr. Rummelhart, who is a grain dealer, will replace the structure with new buildings.

Nevada, Ia.—Chet Gifford, owner and general manager of the Chet Gifford Grain Co., has been appointed to the Iowa Warehouse Com'ite because of his thoro knowledge of grain warehousing and the problems of country elevators.

Slifer, Ia.—The Farmers Elevtr. Co. has made extensive improvements at its elevator, among them being a high, wide driveway, traveling hoist, new grates, loading out spout in driveway, installation of new scale, and remodeling the office. Ray Ewing is manager.

Flugstad (Duncombe p. o.), Ia.—We have been doing some extensive repair work on our elevator. We have re-rodded all bins, put in two new dump sinks, recovered the iron roof and repaired the boot.—DeOrr V. Cose, mgr., Flugstad Farmers Grain Co.

Zearing, Ia.—Lyle Pulley, formerly manager of the Gifford Grain Co. elevator at Mingo, will assist his father, R. J. Pulley, in the latter's elevator. He will enter on his duties Mar. 1. R. J. Pulley writes he plans to enlarge his mill and install a corn cracker and grader.

Fort Dodge, Ia.—New members recently enrolled in the Western Grain & Feed Ass'n include Polk City Grain Co., Polk City; Farmers Elevtr. Co., Holstein; Farmers Grain Co., Marathon; James F. Weart Co., Cherokee; Delmar Grain & Feed Mill, Delmar.—Harold Theille, sec'y.

Graettinger, Ia.—Jorgen Andersen was chosen as manager of the Farmers Grain Co. elevator, to succeed the late D. E. McCarty. Mr. Andersen served in this capacity a number of years ago and has been sec'y of the company for over 25 years. Raymond Tindall will continue as assistant.

Malcom, Ia.—Stockholders of the Farmers Elevtr. Co. this year received 10 per cent on their holding, plus membership privileges on business conducted with the elevator. Over \$13,000 was paid out in dividends. Harley Booknau has been manager of the elevator for the past 25 years.

Plainfield, Ia.—J. Roach & Sons will install a number of legs, a Monarch Attrition Mill with two 40 h.p. motors, a mixer and a corn cracker and grader in their new mill, now being built. The company has completed removal of the Farmers Elevator it recently purchased, to the foundation of its former elevator which recently burned, and is building complete new warehouses, driveway as well as the feed mill on the site. The T. E. Ibberson Co. has the contract.

Eagle Grove, Ia.—The Potgeter Grain Co. recently completed three circular bins 34 ft. in height, two of them 15 ft. and one 20 ft. in diameter, to increase its storage capacity 25,000 bus.—Art Torkelson.

Clinton, Ia.—John Struve, 80, one of eastern Iowa's pioneer grain mill operators and owners, died Feb. 8. When a young man Mr. Struve opened a mill at Hauntown in company with his brother, William. He moved to the old town of Lyons, now Clinton, in 1887, and organized the milling industry which operates under his name today.

Langdon, Ia.—C. E. Woods, operator of the Farmers Elevtr. Co. elevator, recently lost one of his trucks, loaded with 800 bus. of oats, in an accident with a switch engine at Spencer. The truck, in charge of Johnny Miller and Lloyd Craig, was bound for Kansas when the accident occurred. Neither man was injured but oats were strewn along the railroad right of way and the truck was demolished.

Baxter, Ia.—The Baxter Grain & Coal Co. will erect an all-steel modern warehouse this spring, Paul Waddle, manager, has stated. The firm has had men at work for some time taking down sheds and blasting out foundations between its elevator and coal sheds on the Gt. Western railroad right of way where the new building will be located. The new warehouse will be equipped with a new feed mixer.

DES MOINES LETTER

Harold E. Theille, sec'y of the Western Grain & Feed Ass'n, is confined to his home on account of illness.

The Iowa house recently passed H. F. 34, a bill to tax sealed corn during 1941 and 1942 at 30 per cent of the corn's value. The measure was passed by a vote of 56 to 46. The house previously had spent about an hour on an amendment which sought to exempt sealed corn from all taxation during 1941 and 1942 only.

Chris F. Miller of Atlantic has been named field supervisor for Sargent & Co., a newly created office. Miller's department will act as a service medium to help feed dealers to render better service to live stock producers. He will conduct dealer-feeder meetings and will help live stock producers with their feeding problems.

Senate Bill 198 was introduced Jan. 31. (Same as House Bill 164.) A bill for an act to define and prohibit unfair sales and unfair trade practices; to prevent the advertising or offering for sale or selling of merchandise below actual cost for the purpose of or having the effect of injuring competitors or destroying competition; and to provide remedies and penalties for violations thereof.

Warehousing plans for grain dealers for 1941 were discussed at a recent meeting of the Iowa Warehouse Com'ite, composed of representatives from the Western Grain & Feed Ass'n, the Farmers Grain Dealers Ass'n and the State Warehouse Dept., held at the Savory Hotel.

KANSAS

Bayard, Kan.—Bayard Grain Co. recently installed a new Western Sheller.

Abilene, Kan.—An electrical damage occurred in the W. H. Hawkins elevator on Feb. 5.

Cherryvale, Kan.—The N. Sauer Milling Co. sustained a small electrical damage loss in its plant recently.

Eudora, Kan.—The Eudora Mills recently equipped their elevator with a new 13-inch 5-ply Atlas Bucket Belt.

Wichita, Kan.—The Kansas Milling Co. let the contract for construction of its 700,000-bu. elevator to Chalmers & Borton.

Padonia (Hiawatha p. o.), Kan.—Dewin L. Ziller, retired farmer, is new manager of the Hart, Bartlett, Sturtevant Elevator, entering on his duties Feb. 3.

Sterling, Kan.—The Farmers Co-op. Union will erect a concrete elevator with 80,000 to 100,000 bus. capacity. The new elevator will be located just back of the present one and is to be ready for the wheat harvest. Willard Humphreys is the manager.

Humboldt, Kan.—The Humboldt Elevtr. Mills held their annual dealers' meeting at Hotel Brill early this month. Thirty-four dealers were present and enjoyed an excellent instructive program of talks and moving pictures dealing on the subject of feeds and feeding.

Fredonia, Kan.—S. H. Wiley, 57, manager of the Fredonia Linseed Oil Works, died recently of a heart attack. A great friend of the grain trade, it was Mr. Wiley's influence and fair dealings with producers that encouraged the large flax production in southeast Kansas.

Wichita, Kan.—The Kansas Grain, Feed & Seed Dealers Ass'n will hold its annual convention here, May 16 and 17. Ass'n officers have been making plans for this convention for many months and have a program arranged which they hope will attract dealers from all parts of the state.

Dodge City, Kan.—The house com'ite on Assessment and Taxation has reported out H.B. 73, grain bushel tax, with recommendation that it be passed. Members of Kansas Grain, Feed & Seed Dealers Ass'n, if they have not already advised their house member and senator to support this bill, are urged to do so at once.—J. F. Moyer, sec'y.

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THE "NU-HY" Grain Bucket is truly a scientific answer to bucket elevator problems. Tops of ends are especially designed to "cushion" loading action, to retain entire contents without premature spillage, and to prevent spreading of stock to sides of head when discharging.

Final stage of efficiency is realized when closer recommended spacing of "NU-HY's" is adopted. The destructive impacts of wide spacing become smooth-flowing pulsations, and you protect not only material that is being handled, but the equipment, too.

These distinctive features of advantage combined with the heavy construction and rugged, balanced weight, make the "NU-HY" the most efficient elevator bucket on the market today.



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GRAIN BUCKET

Trade Mark Reg. U. S. Pat. Off.

If your elevator leg is not producing the results you seek, INSTALL "NU-HY's." No casing or belt alterations are necessary.

Write for Capacity Analysis Form No. 76, which will enable us to make guaranteed increases in your elevator legs.

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SCREW CONVEYORS HAMMOND PRODUCTS ELEVATOR BUCKETS
TRADE MARK REG. U.S. PAT. OFFICE

Sylvia, Kan.—The old elevator of the Midwest Grain Co. is being razed and a new structure will be erected on the site. The new elevator will have a 65,000-bu. capacity, and will be 26x32 ft., 125 ft. high.

Garnett, Kan.—Negotiations are reported to be under way for sale of the W. O. Decker Mill to Earl Farrow and R. C. White. The mill has been operated for about 40 years as the W. O. Decker Mill, the last eight of which was under the management of Dana Decker for the W. O. Decker estate. Some improvements will be made in the mill when it is taken over.

Gypsum, Kan.—Six storage bins with a capacity of 100,000 to 115,000 bus. of wheat are to be erected by the Teichgraber Milling Co. practically doubling the mill's present storage capacity. The contract has been let to J. M. Jack and work has already started, and construction will be completed in about 60 days. The company recently sustained a small electrical damage at its plant.

Haven, Kan.—General Mills, Inc., will erect a 25,000-bu. loading elevator on the site of the Haven mill which is being razed. The new elevator, a crib type of wood construction, will be 26x38 ft., 76 ft. high. A new 20-ton, 36x10 ft. scale, with concrete deck, will replace the old 10-ton size. A feed storage room and a two room office will be built near the southwest corner of the property. Loren Gillet is superintendent of construction. The building is to be completed in April.

Ransom, Kan.—The K. B. R. Milling Co.'s elevator, which burned Feb. 3, was set on fire by Cecil Zordell who confessed a conspiracy with Frank Kendall, of Dodge City, manager of the elevator. Kendall was out of town the night of the fire. The men admitted the crime and each was sentenced to one to five years in the state prison. E. S. Morgenstern, executive vicepres. of Robinson Elvtr. Co., Salina, owned the elevator. Their confessions and a portrait of the firebug are published elsewhere.

Clay Center, Kan.—William H. Clevenger, for over three years manager of the Mid-Kansas Milling Co., resigned, effective Feb. 8, to accept a position with the McPherson Concrete Products Co., whom he will represent in its elevator and farm storage work in this state. He was succeeded here by J. W. McKee, formerly in charge of eastern sales for the Crete (Neb.) Mills. Mr. Clevenger's son, Bruce, also left the employ of the company for a year's training with the army. He enlisted for the service, leaving here Feb. 17.

Dodge City, Kan.—Members of the Kansas Grain, Feed & Seed Dealers Ass'n are urged to contact their representatives at once to ask that they support House Bill 218, the itinerant merchant bill. This measure proposed to license and regulate the gypsy merchant by putting him on somewhat of an equal basis with the regular dealers. S.B. 185, itinerant merchant bill, is a companion bill of H.B. 218. These bills are similar to those introduced two years ago which passed the senate but died on the house calendar for lack of support.—J. F. Moyer, sec'y.

Topeka, Kan.—A hearing was held here recently with the tax commission at which was considered the matter of rescinding the ruling on sales tax exemption certificates as it applies to live stock feeds, making all these feeds exempt without the use of exemption certificates. Since the enactment of the Kansas Tax Law, dealers have felt that a ruling requiring the use of the sales tax exemption certificates was unnecessary on exempt sales, creating a lot of extra work, accounting and expense. Several requests have been made in the past that this ruling be rescinded.

Newton, Kan.—More than 100 farmers registered for the wheat improvement meeting held here Feb. 12, one of several such schools sponsored by the Kansas State College in co-operation with the Kansas Wheat Improvement Ass'n. Willis B. Combs, extension specialist in grain marketing of the United States Department of Agriculture, Chicago, was the principal speaker. He demonstrated his talk by means of samples of several wheat groups, including such factors as rye mix, smutty wheat, mixed wheat and various forms of damages. In the afternoon session a number of grain specialists spoke, including Dr. John H. Parker, director of Wheat Improvement Ass'n, Manhattan, who discussed the wheat situation and wheat improvement. A complimentary luncheon was served at noon by the Newton Milling & Elvtr. Co., the Goetz Flour Mills and the Consolidated Milling Co.

Topeka, Kan.—Senate Bill 107 was introduced Feb. 3. Unfair Trade Practice: An act prohibiting unfair trade practices, including the discrimination in prices of commodities between one section, city or community and another. Prohibits the sale of commodities at less than cost hence forbidding the "toss leader." Prohibits secret allowance of rebates, refunds, commissions, or unearned discounts. Exempts certain transactions, such as closing out, in good faith, of a stock of goods, acquiring bankrupt stock and endeavoring to meet in good faith the legal prices of a competitor selling the same article in the same community.

KENTUCKY

Tompkinsville, Ky.—Leonard Yokley has rebuilt the grist mill that burned last December.

Liletown, Ky.—The Old Liletown Milling Co. mill house and machinery was sold at public auction Feb. 18. The mill has not been operated for several years.

Bowling Green, Ky.—M. C. Raymer, whose feed store was badly damaged by fire Feb. 11, will reopen in the same location as soon as repairs have been completed.

Henderson, Ky.—A strike at the Allis-Chalmers plant in Milwaukee, Wis., is delaying the start of operations at the Ohio Valley Soybean Co-operative's new processing mill here, it was stated by G. W. Allen, general manager of the company. Two driers and a meal cooler were due to have been delivered at the mill by Feb. 1, but Mr. Allen was informed by the Allis-Chalmers Co. that the strike at the plant had delayed shipment. The machinery will be shipped within ten days after strike settlement, Mr. Allen was informed.—W. B. C.

MARYLAND

Price, Md.—Frank M. Brower has installed a combined sheller and cleaner which he bought from the Sidney Grain Mach. Co.

MICHIGAN

Uby, Mich.—Ray Zulauf of Ann Arbor recently purchased Uby Roller Mills.

Decatur, Mich.—C. E. Wickett & Co. recently equipped their elevator with a new Atlas Bucket Belt.

Bellevue, Mich.—F. A. Brown recently installed a Kelly Duplex Vertical Feed Mixer, ½ ton capacity with motor drive.

Coldwater, Mich.—The Coldwater Grain Co. recently installed a new Sidney Boot Sheller and new style Sidney Rolling Screen Cleaner.

Lowell, Mich.—The offices of C. H. Runciman, coal and elevator firm, were slightly damaged by fire the morning of Feb. 10. The blaze is believed to have been caused by thawing frozen pipes.

Blissfield, Mich.—The Blissfield Co-op. Co. has traded in its new 1-ton Sidney Kwik-Mix for a 1½-ton Kwik-Mix, to give more mixing capacity.

Clinton, Mich.—The Clinton Grain Co. has been incorporated. Incorporators are Wm. P. Van Tuyle, Jacob Reiser, Ralph A. Hallady and Walter P. Cotton. The firm will do a general feed and fuel business.

Middleville, Mich.—The Middleville Elvtr. Co., a new firm, with Emmerson Lind as manager, recently opened for business with a complete line of feeds, seeds, lime and fertilizer, and will buy grain, seeds, beans and wool.

Lansing, Mich.—Francis M. Towner, 70, associated with the Christian Breisch Co. for many years, died Feb. 10. Before coming here he was engaged in the grain and bean elevator business at both Morrice and Perry.

Bronson, Mich.—Russell Larimer, manager of the Co-operative Co., was painfully injured, recently, when ten 100-lb. sacks of feed toppled onto him as he was helping unload the feed from a loading cart, injuring his leg, foot and back.

Borculo (Zeeland p. o.), Mich.—Henry Weaver, of Holland, has purchased the old creamery building and is operating a feed and grist mill there. The building has been remodeled and new machinery and equipment have been installed.

Lansing, Mich.—Relegating the bean to the same category as corned beef hash and canned salmon is considered unfair of the Army by the Michigan Bean Shippers Ass'n. The verve and dash with which American soldiers won victories in the Revolutionary War, the War of 1812, the Civil, Spanish and World wars were sustained on a bean diet.

Carleton, Mich.—Contract for the Kahlbaum Bros. Mill & Elevator plant has been let to the T. E. Ibberson Co., and work is already under way to replace the elevator which was recently destroyed by fire. The elevator will be fitted complete for handling small grain and ear corn, and a complete new feed mill building with warehouses, a store and sales room will be provided.

Flint, Mich.—Incorporation of J. P. Burroughs & Son, Inc., has been announced. The firm will continue its milling operations, general elevator, feed and seed business with the same personnel and no changes in operation, this department of the company probably to be known as the Burroughs Elvtr. Co. The firm also will continue its lumber, mason supplies, coal and stoker business.

Kawkawlin, Mich.—The Consolidated Grain Corp. has filed a petition in circuit court seeking to dissolve. The corporation, with central offices at the local elevator, has plants at Rhodes, Pine River, Linwood, Turner, Au Gres, Bentley and Standish. Jared E. Martindale is manager of the business and is listed with his wife as the largest stockholders, holding between them 52,053 shares. Value of buildings, land and machines was given as \$192,352.62. Mortgage liability on the buildings totals \$19,500, the petition states. The plants will continue to operate under supervision of the Bay Trust Co., according to information given managers of the various elevators Feb. 19. The Trust Co. was appointed temporary receiver Feb. 15.

MINNESOTA

Beardsley, Minn.—Work will start about Mar. on the new addition to the Farmers Elevator.

Morgan, Minn.—A new feed shed for the Morgan Milling Co. will be erected soon. O. W. Hier, owner.

Sebeka, Minn.—Work is under way on remodeling the Victoria Elvtr. Co. plant here. Fred Uttermarck is manager.

St. Charles, Minn.—The Commander Elvtr. recently installed a 1½-ton Sidney Vertical Mixer with motor and V-rope drive.

Gaylord, Minn.—H. N. Clark, manager of the Gaylord Milling Co.'s plant here, is resigning to become manager of the New Ulm Rendering Works.

Jackson, Minn.—H. F. Peters of Willmar, Minn., is erecting a grain elevator plant here, and plans to have it in operation to handle the 1941 crop.

Kenyon, Minn.—A new grinding unit has been installed in the old Gunderson Elevator building, recently remodeled at a cost of \$12,000. H. E. Lee is manager.

Bemidji, Minn.—The Bemidji Farm Service Co.'s new elevator is nearing completion. The company is an affiliate of the General Mills Farm Service Division.

St. Charles, Minn.—Grand opening of the new modern feed mill and mixing plant of the Commander Elvtr. Co. was held on Feb. 8. V. V. DeMarce is manager.

Lake City, Minn.—The Farmers Elvtr. Co. recently remodeled its bins and installed a 50-h.p. Blue Streak Hammer Mill. The T. E. Ibberson Co. did the work.

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For Most Efficient Cleaning, Largest Capacity, Handles All Grain or Seed, Lowest Price Quality Construction—Built in 6 Sizes.

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Doran, Minn.—Extensive repairs were made recently for the Kent-Doran Grain Co. in addition to the installation of a new hammer mill. The T. E. Ibberson Co. did the work.

Winger, Minn.—The Farmers Co-op. Elevator Co. recently installed a 2,000-lb. batch feed mixer with 5-h.p. direct connected Fairbanks Motor, bot from the R. R. Howell Co.

Bertha, Minn.—Guy K. Williams has resigned as sec'y-manager of the Bertha Farmers Co-operative Ass'n and Bruno Schimmelpfening of Norwood has been named to succeed him.

Forest Lake, Minn.—Fire Feb. 2 caused about \$2,000 damage to the E. J. Houle Elevator Co. plant. E. J. Houle announced that work will start immediately on rebuilding the damaged structure.

Minneapolis, Minn.—The Minneapolis Chapter, Society of Grain Elvtr. Supts., on Feb. 1 held its annual party at Freddie's Cafe. A steak dinner, door prizes and dancing were enjoyed by a large crowd. F. Maynard Losie, president of the chapter, was toastmaster.

Lake Benton, Minn.—The Farmers' Co-operative Elevator Ass'n has let the contract for the construction of its new elevator to the Hogen Construction Co. The new building will cost approximately \$25,000. Harold Stemple, manager of the company, said work would start soon.—F. E.

Duluth, Minn.—We are indebted to Charles F. Macdonald, sec'y, for a copy of the newly published 1940 Annual Report of the Duluth Board of Trade. Neatly bound in tan colored manila cover, it is a concise compilation of facts covering the activities of the board for the year ending Dec. 31, 1940.

Duluth, Minn.—Hurrying the opening of navigation is under consideration by boat owners in preparing for the shipping of 70,000,000 tons of iron ore from Lake Superior districts, which would set a record. Bulk carriers expect to be ready to go into service early in April. Putting the fleet into carrying iron ore will leave a shortage of freighters for transporting grains down the lakes.—F. G. C.

Thief River Falls, Minn.—The Peterson Grain & Seed Co. has let a contract to the T. E. Ibberson Co. for construction of a complete new grain elevator and seed unit. This new plant is to have a capacity of 30,000 bu. and will be built to accommodate the cleaning of both grain and seeds. It will have 12 bins, a 14-ft. driveway and a two-room office, and will be built in conjunction with a large seed house and warehouse that the company erected last fall. This new company purchased the 30,000-bu. elevator that originally was doing business at Goodrich, Minn. The usable material is being used in the new plant here.

Dumont, Minn.—The contract for the Dumont Farmers Co-op. Elvtr. Co.'s 30,000-bu. annex was let to the T. E. Ibberson Co., building operations to start immediately. The structure will have six bins and individual belt conveyors at top and bottom. The foundation is to be a full reinforced concrete slab and all the bins will have hopper bottoms. The building is to be steel clad, both walls and roofs. This new annex is being built in conjunction with the 30,000-bu. elevator the company now has and is being served from the present plant. An electric bin alarm system for each of the six bins will be installed.

Darwin, Minn.—The Darwin Farmers Co-op. Elvtr. Co. awarded contract to the T. E. Ibberson Co. for a new grain elevator of 35,000 bu. capacity and a large feed mill completely equipped with legs, processing machines for handling small grain, as well as ear corn. A display room, an office and a large warehouse for storing feed commodities will be built. A Howe scale will be used for receiving purposes. There will be two driveways, one at the feed mill and one at the elevator for receiving. The whole structure will be covered with galvanized iron. The plant will replace the company's elevator that was destroyed by fire early this year.

MISSOURI

St. Joseph, Mo.—Nelson K. Thomas and F. L. Ford were re-elected sec'y and treasurer, respectively, of the St. Joseph Grain Exchange. Mr. Nelson is starting his 23rd year as sec'y of the exchange and Mr. Ford is in his 20th year as treasurer.

St. Charles, Mo.—George M. Null has installed a fan sheller and rotary cleaner which he bought from the Sidney Grain Mach. Co.

Salisbury, Mo.—R. L. Webster was re-elected to serve as manager of the Farmers Elvtr. Co. at the company's recent annual meeting.

St. Joseph, Mo.—D. F. Logee of Charles City, Ia., is located at the Fogarty Coal & Grain Co., as representative in this district of the C. E. Conkey Milling Co.

Jefferson City, Mo.—A bill to be presented in the state legislature which provides that the weighing of grain be done by elevator employes and business to be done on agreed grades would make it possible for numerous elevators in the state to become licensed houses. Under the present arrangement the cost of such license is prohibitive for most firms. Licensed houses now must have grain weighed and inspected by state employes. The bill gives concerns the right to issue warehouse receipts, the same as terminal elevators. Any disagreement on grain grades would be settled by submitting a sample to the state inspection department.

St. Peters, Mo.—The Farmers Elvtr. Co-op. Ass'n at its annual meeting appointed William Ohmes, Jr., and Leo Zerr managers of the elevator for the ensuing year.

Jefferson City, Mo.—The draft of truck legislation, which has been approved by the State Advisory Com'te of the Associated Producers & Distributors of Missouri, is justified by the fact that the gypsy peddler is a roving middleman, solely and always, with no right whatsoever to escape, as he now does, the taxes, regulations, and other burdens imposed upon farmers and merchants with established places of business in this state. The intent of the bill is one of simple equity—not to forbid the itinerant to buy and sell, but to eliminate his special privileges, which cannot be defended in theory or in fact.

MONTANA

Helena, Mont.—House Bill 1532 was introduced Feb. 9. Feeding Stuffs: Prohibiting sale of fraudulent or adulterated commercial feeding stuffs.



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When the Goldberg Feed & Seed Co., West Fargo, N. D., built this new plant which has just been completed they demanded and got manufacturing speed.

Ibberson built it for them and it is outstanding for its speed for manufacturing feeds of all kinds. They are specializing in Molasses Feed and have a capacity of 9 tons per hour — here is real speed.

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NEBRASKA

Clarkson, Neb.—The Clarkson Milling & Grain Co. received a federal tax refund during the last fiscal year of \$746.

Kearney, Neb.—Ed Fox, proprietor of the Fox Produce, has added a complete feed department to his produce store.

Cozad, Neb.—The dehydrating plant of the Denver Alfalfa Mill, which was destroyed in a \$60,000 fire last fall, is being rebuilt.

Beemer, Neb.—Norman Horst, Wisner, is manager of the Farmers Elevator, succeeding Frank McDaniels, who is in the first quota of selective draft.

Shubert, Neb.—The Farm & Orchard Supply Co. will install a new feed grinder. Dearle Baker stated he will carry a line of concentrates and supplements for custom feed mixing.

Lincoln, Neb.—The Gooch Milling & Elvtr. Co. has let the contract for construction of a 1,000,000-bu. concrete elevator supplementing its present 800,000-bu. storage capacity plant. The new facilities are to be completed in time to handle the new crop. Chalmers & Borton, contractors.

Chappell, Neb.—Construction of the Farmers Elvtr. Co's new elevator is expected to start in March. It will be of reinforced concrete, to be built west of the present elevator. There will be seven bins, three of them interstice, with a storage capacity of 100,000 bus. of grain. Estimated cost of construction is placed at \$18,000. Building contract is to be let this month.

Omaha, Neb.—The resolution adopted recently by the Nebraska legislature urging action by the department of agriculture to release corn stored in the state under loans in order to relieve feed shortages in drouth stricken counties was presented to the United States Senate Feb. 18. The resolution was submitted by Senator George W. Norris in behalf of Senator Hugh Butler, who was absent because of the death of his wife.

Omaha, Neb.—J. M. Doty has resigned as chief chemist of the Omaha Grain Exchange laboratories to join the general sales division of Merck & Co., Inc., at Rahway, N. J., where he will be engaged in technical sales service in relation to the distribution of vitamins and minerals in the flour and cereal industries. Walter R. Urban has been appointed to succeed Mr. Doty here. Mr. Urban has been with the Omaha exchange laboratory for several years past.

Omaha, Neb.—The many friends of Senator Hugh Butler, formerly of the Butler-Welsh Grain Co., were grieved to hear of the death of Mrs. Butler Feb. 15. Spinal injuries received in an automobile accident Nov. 23 were the cause of death. She suffered a paralysis following the accident from which she never recovered. The Senator was at her bedside when the end came. Mr. Butler's many friends in the grain trade extend to him their deepest sympathy in his great bereavement.

Lincoln, Neb.—The Lincoln Hay & Feed Co. barn northwest of here was destroyed by fire late the night of Feb. 6, that followed close on a blaze that damaged the company's mill some 300 ft. distant. Firemen responded to a call when flames were seen issuing from the top of the mill structure. This blaze was extinguished but before they had left the scene, fire broke out in the barn. Firemen stated sparks from the first fire could not have been responsible for the second one as a stiff breeze blew the flames from the burning mill in another direction. Both fires seemed to have started within the structures, they said. Grinding machinery was badly damaged in the mill, and feed stored there was lost. O. L. and Don Swerdfeger operated the mill.

NEW ENGLAND

Weedham, Mass.—Charles F. Barrows, 66, owner and manager of the Highland Grain Mills Co., died recently.

Laconia, N. H.—The Laconia Milling Corp. recently completed a new plant, equipped with all new and modern machinery.

Greenwood, R. I.—David C. Black, 58, associated with grain and cereal concerns all of his life and a well known feed salesman, died suddenly Feb. 16. For the past decade Mr. Black was New England sales manager for the Arcady Farms Milling Co., Chicago.

NEW JERSEY

Pemberton, N. J.—A customer's truck recently hit the canopy on the A. J. Morris mill, doing considerable damage to the front of the building.

Vineland, N. J.—A new grain storage plant is being built here for Jacob Rubinoff Co., to be used as a receiving unit to serve the processing plant that the company operates. It will be fitted with two receiving legs, car shovel and Eureka Cleaners for processing grain. The building will be iron clad. The work has already been started, the T. E. Ibberson Co. having the contract.

NEW MEXICO

Grier, N. M.—We have just let a contract for a new elevator to replace our plant recently destroyed by fire, to the Star Equipment Co. The new structure will be iron covered, studded type, and have a 55,000-bu. capacity. It is to be completed by June 1 and will be equipped with modern machinery and a 10-bu. Richardson Automatic Scale.—Stone Grain & Elvtr. Co.

NEW YORK

Camden, N. Y.—Gerber & Tyler have bought out the B. E. Martin feed mill.

Brooklyn, N. Y.—Mrs. Sarah Campbell Reilly, 84, owner of a grain business here for many years, died recently.

Croghan, N. Y.—John F. Virkler, 71, former feed mill operator, died recently, following a paralytic stroke. He was connected with his brother, Sylvester F. Virkler, in the milling business in Castorland and here for many years prior to the sale of the local plant a few years ago to the G. L. F. service. Since that time he had been manager of the Sylvester F. Virkler Coal Co.

Utica, N. Y.—Charles H. Mannier & Son, feed and grain brokers and jobbers, are celebrating the 50th anniversary of the business, founded in 1891 by Chas. H. Mannier, and probably the oldest firm in their line of business in the state. Original location of the business was at Oriskany, N. Y., where it was conducted for 47 years, until its growth necessitated larger quarters. The firm then moved to its present location in 1938. Mr. Mannier, founder, now 79 years of age, is still actively engaged in its conduct, spending a part of his time at the office, keeping well informed of markets and business conditions. Earl L. Mannier, his son, is associated with him and in active management.

NORTH DAKOTA

Casselton, N. D.—A. C. Zimmerman, 72, retired elevator manager and grain buyer, died Feb. 17 at his home here.

Prosper, N. D.—The Equity Elevator & Trading Co. recently installed two Howell Aero-Flex Telescoping Pneumatic Truck Lifts.

Luverne, N. D.—The Farmers Elevator recently purchased the G. N. water tank and will reconstruct it so as to be suitable for grain storage.

Lankin, N. D.—One of the local elevators owned by the Peavey Elevators has been wrecked and moved away. The T. E. Ibberson Co. had the contract.

Comstock, N. D.—A new 20-ton, 28 ft. scale and a new boot tank were installed recently for the Winter-Truesdell-Diercks Co. The T. E. Ibberson Co. had the contract.

OHIO

Watson (Tiffin p.o.), O.—The Riedel Elevator recently installed a new Western Gyrator Cleaner.

Hillsboro, O.—Ubiko Milling Co. recently installed a Kelly Duplex Vertical Feed Mixer, ton capacity, with motor drive.

Patterson, O.—The Patterson Grain Co. recently purchased a new 15-ton truck scale thru the Sidney Grain Mach. Co.

New Carlisle, O.—The Studebaker Elevator recently installed a Kelly Duplex Vertical Feed Mixer, 1½-ton capacity, with motor drive.

Grayson (Troy p. o.), O.—The Detrick Grain & Mercantile Co. announced a new feed grinding and mixing service now offered at the elevator.

Swanton, O.—The Swanton Milling & Elvtr. Co. recently sustained a small loss caused by a portable light accidentally falling into an oats bin.

Columbus, O.—House Bill 389 was introduced Feb. 10. Feed—Labeling: To require feed mixtures for animals or poultry to carry a label of contents.

North Creek, O.—Noble Baringer is again actively managing the North Creek Grain Co. after being away for several months on account of illness.

Beach City, O.—Walter Karnes, Jr., of Milan has been named manager of the local elevator of the Buckeye Cereal Co., Massillon, assuming charge of the plant Feb. 17.

Monroeville, O.—James Currier of Townsend is new bookkeeper at the Seaman McLean Co. grain elevator. He was formerly employed in the same capacity at the Collins (O.) elevator.

Castalia, O.—The Castalia Elvtr. & Supply Ass'n sponsored a program of entertainment celebrating Oliver day Feb. 13. More than 500 farmers were in attendance, the elevator officials serving lunch at noon.

Metamora, O.—The Metamora Elvtr. Co. sponsored a feeders' meeting Feb. 12 in the local high school auditorium. The program consisted of talks, an open discussion period, a short movie, and refreshments.

Bellevue, O.—C. H. Woodruff has been named manager of the Bellevue Farmers Grain Co., to succeed the late William C. Keiner. Mr. Woodruff has been an employee of the firm for the past 18 years, learning the business under Mr. Keiner and was advanced to his present position from elevator foreman.

Mt. Victory, O.—Robert Bert Coughill, 78, operator of the Mt. Victory Mill & Grain Co. elevator for more than 50 years, died, recently, after an illness of three months. Mr. Coughill had been retired since last July when Everett Brugler and C. W. Mollett took over operation of the elevator and mill.

Derby, O.—The Hill Grain Co. held its annual John Deere Day the evening of Feb. 10, Ivan Hill, junior partner of the firm, in charge. Elaborate entertainment was provided a large crowd of farmers and their families who attended. Five full length moving pictures were shown and at closing, free lunch was served.

Lancaster, O.—A daylight robbery was perpetrated at the C. F. Mondhank Elevator Feb. 4 when the elevator office was entered, a cash register was unlocked, and \$78.92 in cash stolen. Vernon R. Mondhank, the only attendant on duty at the time, was busy in the rear of the plant, grinding feed when the theft was committed.

The Unvarnished Truth
About Grain FumigationAn Informative Series of
Questions and Answers

No. 2

What stages of weevil
are more apt to survive winter chilling
of grain?

The larval (worm) and pupal (cocoon) stages which complete their life cycle within the kernel of grain. Thus protected against the effects of mechanical handling, their natural processes are slowed down or suspended under adverse conditions of cold — only to be resumed when the grain warms up.

Anyone wishing more detailed information on this or other subjects related to grain fumigation is invited to write us. Questioners will not be subjected to sales arguments, but will receive honest answers within the limits of our information.

THE **Weevil-Cide** CO.
THE DEPENDABLE GRAIN FUMIGANT
1110 HICKORY STREET
KANSAS CITY, MO.

Fremont, O.—The Vita Products Co. will construct a dehydrating plant at a site west of here and north of Route 20, to provide an outlet for approximately 10,000 tons of green alfalfa next summer, Urban P. Klinshirn, Toledo, vice president of the company, has announced. The plant will be ready to operate at full capacity about May 15.

Medina, O.—The Medina Farm Buro recently installed a combined sheller and boot with motor and drive, new heavy duty hammer mill complete with collector, motor and drive, hammer mill feeder, magnetic separator, Sidney Vertical Mixer with motor and drive, and several miscellaneous motors and drives, purchased from the Sidney Grain Mach. Co.

Bremen, O.—The Brown-Burnworth Co. and the McMillen Feed Mills, Inc., entertained their customers at a luncheon and picture show at the American Legion Hall recently. "Feed and Folks" was the title of a movie shown which was followed by a talk on "Management and Nutrition" by F. E. Franz, Nutritional Department of the McMillen Feed Mills. A period for questions and discussion followed, after which luncheon was served to the 150 guests present.

McComb, O.—McComb Farmers Co-op. Ass'n, owner of elevators here and at Shawtown and Hancock Station, paid an 8% dividend to its stockholders, for the 7th time in the past 10 years. At the firm's annual meeting, N. G. Bennett, manager of the ass'n for 18 years but who was succeeded Jan. 1 by C. B. George, gave the auditor's report which showed the firm did \$648,219.59 worth of business last year for a net profit of \$16,014, an increase of almost \$2,000 over 1939 profits. Business for 1939 was around \$630,000.

OKLAHOMA

Shawnee, Okla.—The Shawnee Milling Co. is building an addition to its office.

Inola, Okla.—The Inola Farm Elevator Co. recently installed a Kelly Duplex Corn Cutter and Grader with motor drive.

Purcell, Okla.—The Mat Ozment Feed Mill & Produce Co. has been sold to Horace M. Sheff and associates and Mr. Sheff is now in active charge of the firm.

Vici, Okla.—The Humphrey Grain Co. is adding to its office space. The new quarters will be about twice the size of the old when completed and a new 25-ton scale is being installed. Carl Meininger is manager of the elevator.

Helena, Okla.—The Farmers Co-op. Ass'n will build an 80,000-bu. concrete elevator here. The elevator will be ready for use before harvesting of the 1941 wheat crop starts, Mgr. G. F. Pereboom stated. Definite decision as to location of the new structure awaits decision as to whether one of the present elevators is to be razed.

Kingfisher, Okla.—The Burrus Mill & Elvtr. Co. will install two 40-ton 10x50-ft. Howe Motor Truck Scales at their local plant this spring, in time to handle the 1941 grain crop. They will be installed as twin scales with registering beams so arranged one man can handle both beams. The Dillon Scale Repair Co. has the contract.

Altus, Okla.—The Leger Mill Co. is erecting three large storage bins which will bring the storage capacity of the plant to 425,000 bus. The new bins have a capacity of 135,000 bus. and stand on the east end of the row already in service. The new addition is the first since 1935 when three bins, also of 135,000 bus. capacity, were built.

Mooreland, Okla.—The new 80,000-bu. grain storage elevator under construction for the Farmers Co-op. Co., is rapidly nearing completion. The elevator is designed with nine large round concrete bins. With the new storage facilities it provides the company will have ample capacity to keep on hand 100,000 bus. of wheat besides carrying on the regular marketing activities necessary in handling an average normal volume of 325,000 bus. of grain. Chalmers & Borton have the contract. J. L. Kay is the new manager in charge of the plant, succeeding C. E. Ludden. Mr. Kay is well known over this territory as he was active on the grain market here for a number of years before moving to Vici 13 years ago. Mr. Ludden was grain buyer for the company for the last 16 years and 7 months. He has not announced his future plans.

Cherokee, Okla.—The Farmers Co-op. Elvtr. Ass'n has had its charter amended and extended for 20 years.

PACIFIC NORTHWEST

McMinnville, Ore.—The Buchanan-Cellers Grain Co. warehouse was damaged by fire on Feb. 7.

Big Eddy, Ore.—The warehouse of the Wasco County Grain Growers Ass'n was slightly damaged recently by an exposing fire.

Spokane, Wash.—Centennial Flouring Mills will construct a reinforced concrete flour storage warehouse, building to start in March.

Granite Falls, Wash.—Jim Gaspar has taken over the feed store formerly operated by Fieldings. He is handling grain, feed and seeds.

Springdale, Wash.—Alterations have been made at the Springdale Feed Co.'s building, the testing room being partitioned off from the office and feed room.

Rosalia, Wash.—The Harbour Grain Co. is razing the old warehouse at Squaw Canyon and moving the material here, to be used in repairing the local warehouse.

Umatilla, Ore.—Contract for the annex to be built on the Pendleton Grain Growers Elevator has been let to the Hogenson Const. Co., and work on the new structure is already under way.

Portland, Ore.—Senate Bill 240, an unfair trade practices act, has been introduced in the Oregon legislature. The act has been patterned after the Washington law. It is aimed to prevent loss leader advertising and selling and is not considered a price fixing law.

Malad, Ida.—The Crowther Bros. Elevators have added eight large storage tanks to their local plant, adding 225,000 bus. to their storage capacity. The structure is built entirely of concrete and steel. It is fireproof thruout and equipped with finest up-to-date machinery.

Coeur d'Alene, Ida.—Fire, believed to have been of incendiary origin, damaged the warehouse of the Coeur d'Alene Grain & Milling Co. Feb. 4. Evidence was found to indicate someone had pried open the corrugated iron siding on the north wall and set fire to straw.

Spokane, Wash.—The engagement and approaching marriage of Miss Frances Gilbert to Ron Kennedy, former sec'y of the Pacific Northwest Grain Dealers, Inc., and of Western Grain & Feed Ass'n has been announced. The wedding will take place early in the spring. Mr. Kennedy has a host of friends in the grain trade of the country who are wishing him countless happy years ahead.

North Plains, Ore.—We will add two bins, 120 tons capacity, to our plant. Four bins were completed last season, capacity 240 tons bulk, sacked grain 300 tons capacity.—Smith & DeFrees Feed Co.

Portland, Ore.—Thomas Kerr was elected president of the Portland Grain Exchange at the annual meeting Feb. 10. Other officers chosen were George Krummeck, vice-pres.; John Campbell, sec'y and N. J. Barbare, treasurer.

Portland, Ore.—Paul Ostroot was elected president of the Portland Merchants Exchange at its annual meeting. Capt. J. A. Hazelwood was chosen vice-pres.; L. E. Cable, sec'y-treas. Stanley E. Semple was re-appointed manager of the exchange for the coming year; trustees, including the officers, are V. A. Driscoll, Capt. Clyde Raabe, F. S. Roberts, G. C. Keeney, L. R. Hussa, Geo. Krummeck, Fay Malone, K. C. Conyers and Donald S. Cameron.

Prescott, Wash.—The Touchet Valley Grain Growers, Inc., held their annual banquet at the Community Hall recently, with Jack Sweazy of Waitsburg presiding. Three hundred and fifty were present. Speakers were A. J. Sutton, Portland, manager of the Pacific Grain Growers and A. R. Shumway of Milton, president of North Pacific Grain Growers. After the program, music and dancing were enjoyed. Charles Shaffer, president of the Touchet Valley Grain Growers, was in charge of the meeting.

Portland, Ore.—Arrangements have been concluded by the Oregon Feed Dealers Ass'n for the appearance in Oregon of C. W. Slevert, feed service department, American Dry Milk Institute, the early part of March. Meetings will be held here, at Hillsboro, Salem and Eugene, with dates to be announced later. Mr. Slevert is a nationally recognized feed nutrition expert and his present trip to the west (he appeared before the Pacific Northwest Feed Ass'n in Seattle Feb. 21-22) is the first in several years.

PENNSYLVANIA

Lewiston, Pa.—Edwin Spanogle, manager of Mt. Rock Milling Co., retired from active business on Feb. 10 after 60 years passed in the feed business.

SOUTH DAKOTA

Ree Heights, S. D.—Fire destroyed the Atlas elevator and 18,000 bus. of grain here Feb. 20. The flames broke out after apparently having been extinguished and burned the building. The fire is believed to have originated from a hot bearing in cupola. The building had a capacity of 25,000 bus. O. A. Kelly is manager.—F. E.

[Concluded on page 166.]



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LINER
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Renew Your Spouts!

Your worn flexible loading spouts can be made like new in a hurry with little cost and a minimum of effort. Just slip in a

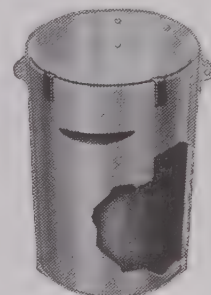
GERBER NEW FLEXIBLE LOADING SPOUT LINER

in the worn section. No bolts to insert. Can be installed in a minute without removing section. Made of Manganese high tensile steel, giving three times the wear of ordinary steel. Inexpensive. Used and endorsed by hundreds of grain elevator operators in all parts of the country.

Standard Sizes (8" top, 7" bottom and 9" top, 8" bottom). Special sizes to order.

Write for catalog HI-1941, which includes the entire line of Gerber Grain Elevator Equipment.

J. J. Gerber Sheet Metal Works
518 S. 3rd Street
Minneapolis, Minn.



Gerber Spout Liner
Inserted in a Worn
Flexible Spout Section

Field Seeds

Atlanta, Ga.—Everett Seed Co. has moved into new and larger quarters.

Harlan, Ia.—The May Seed Store has reopened here under the management of L. R. Johnson.

Puyallup, Wash.—Consumers Feed & Seed Co. has remodeled and enlarged its seed and feed store.

Auburn, Neb.—C. H. Oates of Lincoln has been employed as manager of the new seed store of the Earl E. May Co.

Luverne, Minn.—A seed agency has been opened in the basement of the Manitou Hotel by the Northern Farmers Co-operative Exchange.

Columbus, O.—Clifford Coffman of Carroll has been re-elected pres. of the Ohio Seed Improvement Ass'n. C. E. Beard of Columbus is sec'y-treas.

Luray, O.—Fire Feb. 11 destroyed the plant of the Martin Hybrid Seed Corn Co. The loss on the building was \$10,000; on contents, \$10,000.

Woodland, Wash.—Werter Meeker assumed managership of Burlingham Feeds & Seeds on Feb. 17. He has purchased an interest in this concern.

Bristol, Pa.—Charles T. Hormby, graduate of Rutgers University College of Agriculture, has been placed in charge of plant breeding operations for D. Landreth Seed Co.

Fort Dodge, Ia.—Walter Sheker has opened a seed store under the name of Sheker Seed Store. The plant is equipped with cleaning machinery, including a gravity separator.

Greensboro, N. C.—The Hattaway-Jordan Seed Co. will move into a 3-story building recently purchased by A. C. Hattaway, who will change the firm name to Hattaway's.

Idaho Falls, Ida.—Eugene R. Trowbridge has expanded his seed and coal business, and added a new retail branch store to handle grain, field seeds, and poultry equipment.

Ames, Ia.—The Iowa Corn and Small Grain Growers Ass'n has elected the following officers: Pres., Henry Stevens; vice-pres., A. B. Schenk; and sec'y-treas., Joe L. Robinson.

Blackfoot, Ida.—Sweden is reported to have completed negotiations with the Idaho Grimm Alfalfa Seed Growers Ass'n for 270,000 lbs. of blue tag Idaho Grimm alfalfa seed.

Carroll, Ia.—The Henry Field Seed & Nursery Co. has bought the seed store of W. C. Reynolds, Doyle Simons of Glidden to be manager, with W. C. Reynolds as assistant manager.

Olympia, Wash.—Power to regulate the sale of seeds, and to maintain seed testing facilities is granted the state agricultural director in a new state seed law introduced in the legislature by Representative Ernest Dore.

Indianapolis, Ind.—H. B. 481 amends the 1921 seed act, and prohibits sale of agricultural seeds containing more than $\frac{1}{2}$ of 1 per cent by weight of primary noxious weed seeds, or 3 per cent secondary noxious weed seeds.

Moscow, Ida.—R. Bauer has resigned as manager of the Northwest Seed Growers' Co-operative Ass'n to become county agent for Idaho County. Mr. Bauer presented his resignation at a joint meeting of the Ass'n and the Latah County Seed Growers' Ass'n. W. B. Smith, who has been office manager for the co-operative, was elected to succeed Bauer. New offices have been opened at Moscow Co.'s plant. —F. K. H.

Corvallis, Ore.—Millers disagree with the Oregon State College in its recommendation of Rex wheat. The Rex variety is difficult to mill and millers can not get the yield from it. Commercially on account of its undesirable qualities it is discounted 2 cents per bushel.

Kentland, Ind.—The Edward J. Funk & Sons Co. plans to expand its hybrid seed corn business and will build a drying and shelling storage building of 40,000 bus. capacity. The exact location of this plant is undecided. Fred Friedline & Sons are preparing plans and specifications.

Wichita, Kan.—L. B. McCausland, 73, senior partner in Ross McCausland, Seeds, passed away Jan. 27, following a brief illness. He helped organize the Ross Seed Co. in 1916, which he managed until he sold his interests in 1931. A year later he and his son, Ross, established the firm which he headed at the time of his demise.

Reinbeck, Ia.—To double its local capacity the Pioneer Hi-Bred Corn Co. will erect two large buildings, one two stories high, 28 by 42 feet, and a drying and processing building, also two stories high, 36 by 167 feet, on the ground. These buildings will contain modern equipment for handling of seed corn and will take care of about 2,500 bushels of corn a day.

Lexington, Ky.—Officers of the Kentucky Seed Improvement Ass'n chosen at the annual meeting Jan. 29 are: Pres., R. M. Haggan, Owensboro, re-elected; vice-pres., S. J. Stokes, Lexington; and sec'y-treas., Ralph Kenney, of the extension department of the University. At the dinner at the Lafayette Hotel R. H. Reed of the University of Illinois spoke on the grading and processing of hybrid corn.

Winnipeg, Man.—That farmers may obtain funds for the purchase of seed wheat the Canadian Wheat Board has announced that producers may deliver in excess of their quota. The order provides "agents requested to accept over-deliveries in this way must obtain from the producer concerned a letter stating the quantity of registered or certified seed which is being purchased, and name and address of the party from whom it is purchased; also the quantity of wheat which it is desired to deliver in excess of his quota."

Des Moines, Ia.—A representative group from the House and Senate of the Iowa legislature was entertained at a dinner by the legislative com'tee of the Iowa Seed Dealers Ass'n recently, where the latter explained proposed seed legislation. Iowa's new seed law has the backing of the Iowa Seed Dealers Ass'n, the Iowa Weed & Seed Council, the Department of Agriculture, Iowa State College, the Farm Bureau, the La Grange County Agents Ass'n, and boards of supervisors of numerous counties, reports F. A. Fields, sec'y of the former.

St. Paul, Minn.—We have been actively encouraging production of flax and the processing of flax fiber. Thus we are now producing over 60% of the flax, and the new flax tow mills in the state are producing the flax fiber for over half the cigarette paper used in the country.—Gov. Harold E. Stassen, of Minnesota, in inaugural address.

New England Seedsmen Meet

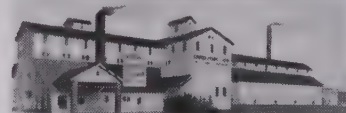
Nearly 30 members of the New England Seedsmen's Ass'n gathered at Wollaston, Mass., Feb. 7 for their mid-winter meeting.

Merritt Clark, New Haven, Conn., was the principal speaker. With an 1831 seed catalog in his hand, he called attention to some of the problems confronting seedsmen in that early day, and pointed out that over a century of experience has not solved all of them.

Acid Scarification of Seed

G. W. Burton reports in the Jour. Amer. Soc. Agron., on planting tests with two strains of Bahia grass, untreated and scarified with sulfuric acid, demonstrated that, regardless of the way in which the seed is planted, acid scarification will greatly increase the number of plants obtained per pound of seed. With the current high prices of seed, drilling seed from $\frac{1}{4}$ to 1 in. deep in well-prepared seedbeds, if possible, or covering seed with disk harrows in areas where good seedbeds cannot be made should be profitable.

For seed production or as a less costly practice, drilling from 4 to 6 lb. of good scarified seed in rows 2 ft. apart followed by several cultivations is considered a very economical method. Emergence tests in a well-prepared Tifton sandy loam indicated that good Bahia grass seed, properly scarified, will germinate at least as soon as other grasses, such as carpet and Dallis grass, now being planted in the area.



HOOSIER-CROST
Hybrid Seed Corn
EDWARD J. FUNK & SONS
Kentland, Ind.



Hybrid Seed Corn. 22 leading varieties. 33 years producing high yielding seed corn. Soy Beans. All kinds field and garden seeds.

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Buyers and sellers of
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

Illinois Seed Dealers Elect New Officers

Over 100 Illinois seedsmen gathered at the Leland Hotel, Springfield, Feb. 13, for the annual convention of the Illinois Seed Dealers Ass'n.

ELECTION set up a new panel of officials consisting of Max Money, Paris, president; August Schultz, Dieterich, vice-president; William Beatty, Decatur, treasurer, and John Noble, Gibson City, sec'y.

Named as directors were Earl Sieveking, Leonard Vaughan, Sr., Lee Beebe and R. H. Keller.

The nominating com'te also named a membership com'te, consisting of Fred Weeks, George Valentine, Don Evans, Hal Walton, Paul Funk, Arthur Keller, and Charles Clark.

The morning session's speakers were:

L. A. MOORE, superintendent of the Illinois Department of Agriculture's division of plant industry, who explained the uniform seed law which is going the rounds of state legislatures, made comparisons with the Illinois seed law, and suggested revisions in the latter to make it conform to the federal seed law.

EARL G. SIEVEKING, Bloomington, who discussed the sales tax as applying to agricultural seeds. Efforts are being continued by the ass'n, he said, to persuade the state legislature to exempt seeds from the list of retail products to which the Illinois 3% occupational tax applies. Seeds properly fall in a wholesale classification, he claimed, because the farmer plants them to produce a crop for market.

MENTION of proposed Illinois legislation to curb itinerant truckers led to open discussion over the liability of auctioneers in auction sales of seed at farm sales. Seedsmen were advised to warn auctioneers of application of the law covering auction sales of unlabeled or mislabeled seeds.

ED MANGELSDORF, St. Louis, president of the American Seed Trade Ass'n, outlined a plan for establishing an ass'n seed laboratory at Ames, Ia., under the direction of Dr. Porter of Iowa State College, who has worked vigorously to standardize practice in making analytical tests.

GUY PURCELL, Evansville, Ind., president of the Indiana Seed Dealers Ass'n, explained an educational program being carried out by Indiana seedsmen to reduce the tremendous farm losses from weeds.

DELEGATES had lunch together. Representatives of paid-up member firms had been given free luncheon tickets at the time of registration, so all in arrears had promptly paid their dues.

J. C. HACKLEMAN, of the University of

Illinois, Urbana, described new varieties of seed grains and field seeds being offered to farmers, and discussed possible fallacies in the claims made for them. Prominent in his discussion were Vangaard and Legacy oats, neither of which he recommended when compared with oat varieties which have come to be accepted as standard under Illinois conditions. He recommended Marion oats for high yields.

A. J. SURRATT, Springfield, Illinois' senior agricultural statistician, discussed ways in which seedsmen can use crop reports. He pointed out that nation-wide seed disposition surveys are now conducted on red, alsike, and sweet clover, alfalfa, timothy and lespedeza seed and that these surveys show the volume moving into the hands of dealers, direct from growers to other farmers, and held back on the farms for possible use in the future. The surveys, he said, are conducted on a cleaned-seed basis, and show general area locations helpful to seed buyers. He urged the dealers to cooperate in furnishing the data from which the reports are compiled.

A TRIP thru the Illinois state seed labora-

tory was the final feature of the convention. Here L. A. Moore and his staff of laboratory technicians explained the handling of seed samples submitted for analysis and germination tests, and gave figures on the volume of work done.

New Strain of Clover Available

Midland, a new variety of red clover, is to be made available to Iowa farmers in limited quantities for spring planting, announce Iowa State College agronomists.

Dr. C. F. Wilsie, research agronomist, says Midland red clover is a combination of three outstanding old varieties. It is winter hardy, partially resistant to northern anthracnose, and grows well.

Oat "Hybrids" a Misnomer

The term "hybrid" as used in connection with oats has no significance comparable to corn hybrids which are made up each year from in-breds and single crosses.

Oats varieties or strains are crossed by hand pollination to secure new types. But once a pure strain is selected it can be kept indefinitely since the plant is self pollinated, whereas corn crosses naturally because it is open pollinated.

The selling of oat "hybrids" is a misnomer and means nothing unless the selection shows superiority in yield, stiffness of stalk, resistance to disease, etc., state the specialists of Purdue University.

Increase Flax Seed Yields by Treating Seed

Wilt and rust resisting varieties of flax are essential to a good stand, but seed treatment is also important, say Iowa State College agronomists.

Dr. Charles S. Reddy and L. C. Burnett, at the college, experimented and found that 2 pecks of treated seed produced as much as 3 pecks of untreated seed per acre. Three pecks of treated seed per acre produced a yield just as high as a bushel of untreated seed.

Copper carbonate or other good dust fungicides will usually control seed-borne diseases of flax, and will retard soil-borne damping-off diseases. Germination is improved thru prevention of rotting and seedling blights.

Bison flax was rated by the agronomists as highest in its resistance to both wilt and rust.

Imports and Exports of Seeds

Imports of agricultural seeds for January and for the seven months ending January, compared with like periods a year earlier, as reported by the U.S.D.A., have been as follows, in pounds:

	January		July 1 to Jan. 31	
	1941	1940	1941	1940
Alfalfa	210,700	595,400	492,900	1,680,000
Barley	.....	.....	80,500	.....
Bean, Mung	312,200	.....	1,380,200	.....
Bentgrass	.....	8,800	16,500	121,200
Bluegrass:				
Annual	.....	.....	.....	4,100
Canada	.....	100	2,300	13,800
Tough	.....	206,400	500	730,500
Wood	.....	2,900	.....	2,900
Brome,				
smooth	412,900	466,600	2,003,000	2,226,500
Chickpea	.....	.....	400	.....
Clover:				
Alsike	.....	77,000	200	374,300
Crimson	.....	.....	.....	5,051,200
Red	.....	23,900	200	37,100
Subter-				
anean	.....	.....	17,500	900
Suckling	.....	6,200	7,400	34,700
White	.....	81,500	22,700	606,500
Cowpea	400	.....	400	.....
Dogtail,				
crested	.....	2,800	4,500	11,700
Fescue:				
Chewings	.....	57,900	825,700	742,200
Meadow	14,800	.....	14,800	24,900
Other	.....	34,300	5,200	88,200
Grass:				
Bahia	10,900	.....	74,300	43,900
Bermuda	.....	.....	200	.....
Dallis	16,600	.....	112,700	80,700
Guinea	30,800	1,000	30,900	57,800
Molasses	37,500	.....	39,300	42,000
Orchard	.....	117,100	1,000	240,700
Rescue	.....	.....	37,200	200
Rhodes	.....	9,000	53,200	88,400
Velvet	.....	3,400	2,100	7,400
Kudzu	.....	.....	1,600	5,000
Lupine	99,200	.....	494,300	.....
Medick,				
black	.....	.....	88,100	107,200
Millet,				
Japanese	.....	273,800	.....	524,900
Mixtures,				
alfalfa and				
timothy	.....	15,900	.....	15,900
Mixtures,				
alsike and				
timothy	.....	.....	.....	34,300
Mixtures,				
grass	11,700	5,000	36,800	34,500
Oat	1,665,000	.....	3,320,000	.....
Pea, field	.....	.....	800	.....
Proso	11,700	.....	11,700	.....
Rape, winter	.....	1,367,600	299,000	4,427,200
Rye	.....	.....	83,900	.....
Ryegrass:				
Italian	.....	.....	900	290,700
Perennial	122,000	129,700	194,700	548,500
Sourceclover	.....	.....	.....	35,000
Sweetclover	2,300	263,900	324,600	3,184,600
Timothy	.....	200	.....	300
Vetch:				
Common	.....	74,000	.....	249,000
Hairy	.....	.....	27,000	2,611,400
Purple	.....	.....	.....	1,000
Wheat	100	.....	134,200	.....
Wheatgrass:				
Crested	149,100	137,500	718,000	896,200
Slender	.....	.....	19,800	30,800
Total	3,108,000	3,960,800	10,981,200	25,308,300

WEEDS and Weed Seeds

Your farmer patrons, yourself, in fact, everyone interested in the betterment of agriculture, will welcome this new book. Its 76 pages, 6x9, contain information, with illustrations of Noxious Weeds, Lawn Weeds, Poisonous Plants and aids dealers to identify noxious weed seeds. Nothing like it ever before published. Price \$1.00 plus postage.

Grain & Feed Journals

Consolidated

332 S. La Salle St.

Chicago, Ill.

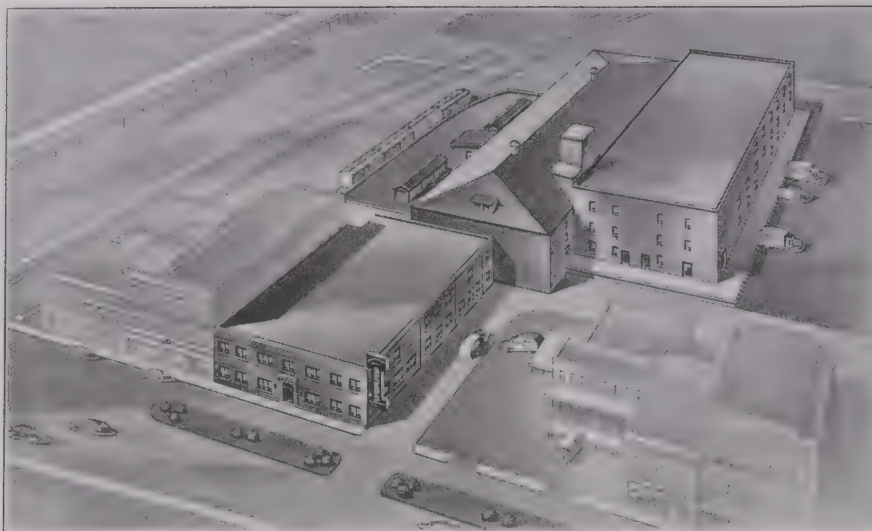
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MEANS MORE
PAYING BUSINESS**

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Authorized
SEED TREATING SERVICE

Farmers want the protection of *New Improved CERESAN* for their seed grains—wheat, oats, barley, sorghums and flax. Yet many of them lack the necessary treating equipment. That's why they'll be looking for this "Du Bay Authorized Seed Treating Service" sign—why, by displaying it, you can attract new business and get new profit from the farmers you already serve. Get this Du Bay sign free.

Write today for our complete Seed Treating Service plan, listing available low-cost commercial treaters and offering sales helps to assist you in establishing this service. Address Bayer-Semesan Company (Inc.), Du Pont Bldg., Wilmington, Del.





Ed. F. Mangelsdorf & Bro., Inc., New Home

New Plant of St. Louis Seed Firm

Ed. F. Mangelsdorf & Bro., Inc., wholesalers of farm and lawn seeds, have recently completed the extensive plant at St. Louis, Mo., shown in the engraving herewith.

Comprising 125,000 square feet, the building extends from Fourth Street thru to Third Street, with truck entrances from both streets, and railroad trackage alongside, with facilities for bulk unloading.

Ample platform space for trucks out of street traffic is provided together with a parking lot.

The equipment includes the most up-to-date types of cleaning machinery.

Particular attention was given towards providing a large, modern, daylight seed testing laboratory for the four analysts employed. The company's new address is 1020 South Fourth Street.

The company continues to operate its branch cleaning and storage plant at Atchison, Kan., for bluegrass and other seeds originating in that territory.

Buffalo Grass Seed

The establishment of a good stand of buffalo grass from seed appeared to be influenced strongly by the character of the seed material. A poor seed set indicates a low percentage of burs which contain caryopses. Difficulty in harvesting material from the ground results in a low percentage of burs in the harvested material. Harvesting before burs are mature and have been weathered results in a low germination when planted.

Burs at least partially weathered in appearance were made to germinate in the laboratory to within 10 per cent of the seed set or caryopsis count, either without treatment or by soaking or chilling. Burs immature and greenish, or mature but not weathered, gave increased germination after prolonged chilling or after warm stratification followed by cold treatment.

Proof was obtained that the profound dormancy of this seed cannot be overcome appreciably without prolonged chilling at least for longer than a month. Harvesting burs after a period of natural weathering is, therefore, recommended. Optimum germination tests were made in sterilized soil in petri dishes at a daily temperature alternation of 20°-30°, or 20°-35° C., with light, and required from 6 to 8 weeks. No germination occurred at or below 10° (50° F.). Dormant grains were made to germinate by puncturing the pericarp.

Most of the burs examined contained one or two caryopses per bur, and a few contained three or four, and likewise in germination tests the majority of burs germinating produced one

or two seedlings and a small percentage three or four. Germination of healthy grains was changed in no way by the presence of diseased grains in the same bur. The presence on occasional plants and also in most seed samples of nematode galls suggested a disease widespread in Texas and of possible economic importance. —M. M. Pladeck, of U.S.D.A., in Jour. Amer. Soc. Agron.

Electric Shock to Increase Wheat Yield

Italy is said by the U.S.D.A. to have developed seed treatment by high tension electric current to stimulate the main reproductive cells of the seed.

Italian experts claim this results in more grains to each head of wheat.

Notes on Hybrid Corn

G. H. SHULL, at the Carnegie Institution in Cold Springs Harbor, N. Y., and E. M. East, at the Illinois Agricultural Experiment Station, Urbana, began inbreeding of corn in 1905. Other investigators immediately followed, but it took a quarter of a century for the experimental work to develop into practical double-cross hybrid corn on a commercial scale.

* * * * *

SINCE good hybrid corn produces more grain than open-pollinated strains it has been suspected of robbing the soil of more fertility. Actually, says the Ohio Experiment Station, the excess yield comes very largely from air and water. Because of their extensive root system, hybrids leave a greater organic residue in the soil than the open-pollinated varieties, and in some instances, less erosion may occur in fields planted to hybrids. They make it possible to produce the same amount of corn on only 80 to 90 per cent as much land as needed for the old varieties, and this 10 to 20 per cent formerly needed for corn can now be planted to soil conserving crops.

* * * * *

SOME HYBRIDS have relatively shallow, smooth grain. These hybrids, according to the Ohio Experiment Station, are less liable to ear molds than deep-grained, rough corn, and their productiveness is high, as measured in dry shelled corn per acre, shelling out 80% grain when grown under reasonably good conditions.

* * * * *

BECAUSE hybrid corn strains incline to be hard, their feeding value has been questioned. Experimental evidence demonstrates their feeding value is neither higher nor lower than open-pollinated varieties.

Eleven refiners of corn for domestic use ground 7,924,000 bus. during January, compared with 6,018,000 the preceding month, and 5,974,000 bus. in January, 1940.

Announcement!

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CHICAGO, ILL.

Grain Carriers

Carloadings of grain and grain products increased 5 per cent during the first four weeks of 1941, compared with the like period of 1940.

The Y. & M. V. R.R. has been granted permission to abandon 36 miles of road between Greenville and Riverside Junction and 2 miles between Hampton and Glen Allen, Miss.

Washington, D. C.—A total of 41,600 freight cars on order on Feb. 1 was keeping manufacturers busy with the largest volume of this business on this date in 15 years, reports the Ass'n of American Railroads. The number on order a month earlier was 35,702; a year earlier, 34,559.

Washington, D. C.—George M. Harrison, president of the Railway Clerks' Brotherhood, affiliate of the American Federation of Labor, has been appointed to head a com'tee from the federation's executive council to oppose re-opening of legislative efforts to create a St. Lawrence river seaway. Harrison claims the billion dollar project has no economic justification.

Washington, D. C.—Chairman Morris Sheppard of the Senate Military Affairs Com'tee, has introduced a bill to authorize completion of the Florida ship canal to link the Atlantic ocean and the Gulf of Mexico. After spending \$5,400,000 of work relief funds in 1935 on this \$200,000,000 project, Congress declined to commit further appropriations to this cause.

Suspension of the proposed reduced rate of 10c on grain and grain products in minimum barge lots of 600 tons between Tampa, Fla., and New Orleans, La., was requested of the Maritime Commission by the southern rail carriers on the ground it would force the rail carriers needlessly to reduce their rates. The request was denied and the rate became effective in supp. No. 8 to Coast Transportation's Tariff SB 16 Feb. 13.

Dallas, Tex.—Hearings opened in the Baker hotel recently before Examiner William Disque, of the Interstate Commerce Commission, heard pleas of railroads asking no increase in grain rates from producing areas in the middle west to mills in other parts of the south and the southwest. Maintenance of the low rates involves exceptions to the Fourth Section long-and-short haul clause, in the Interstate Commerce Act.

Shippers advisory boards will meet this spring at Waco, Tex., Mar. 5, 6 in the Raleigh Hotel; Pittsburgh, Pa., Mar. 19, 20, in the Hotel Wm. Penn; Biloxi, Miss., Mar. 20; Oakland, Cal., Mar. 20, 21, in the Hotel Oakland; the Ohio Valley Board at Columbus Mar. 24, 25 in the Deshler-Wallick Hotel; at Hartford, Conn., Mar. 25, 26, in Hotel Bond; the Great Lakes Board at Buffalo Mar. 25, 26, in the Hotel Buffalo; the Trans-Missouri-Kansas Board at Kansas City Mar. 26 in the Hotel Continental; at Portland, Ore., Mar. 27, 28, in the Multnomah Hotel.

Brantford, Ont.—Dr. W. T. Jackman, professor of transportation, University of Toronto, in a recent address, classified as "useless" any attempt to justify proposed expenditures to create the St. Lawrence waterway for ocean carriers on the basis of reduced grain rates. He pointed out that ocean carriers could not carry grain east at 5c or less per bu., unless they contracted profitable westbound tonnage from Montreal to the head of the lakes. Grain is often moved at distress rates from the lake head to Buffalo when ore and coal cargoes are not available.

The Interstate Commerce Commission has overruled a motion by the Baltimore Ass'n of Commerce for admission of evidence in No. 28466, Port of New York Authority v. B. & O. et al.

New York, N. Y.—The New York Port Authority has filed a protest with the Interstate Commerce Commission complaining it has lost 80% of its grain business (estimated to produce \$3,000,000 revenue annually for the port) due to preferential rates accorded Baltimore and Philadelphia. Total disadvantage claimed by New York is 7/10ths c per bu. made up of 3/10ths c in rate and 4/10ths c in storage on grain held 20 days or more.

A Smelly One from the Ticker Tape

Minneapolis, Minn.—A carload of oats was figuratively pushed around in grain circles here recently because nobody appeared to want it.

Robert E. Dunn sold the oats to the Searle Elevator Co., but when it was delivered out waddled a skunk. What's more, two more skunks, both dead, were found inside.

The Searle company's representative protested the deal. It smelled, he said, and he demanded a discount. A skunk, he contended, certainly comes under the ruling against foreign material in grain.

Dunn refused to approve the claim. Produce the live skunk as evidence, he said, and we'll talk discount. No skunk, no discount.

To settle the row, Chicago officials were wired to rule on Who under the odoriferous circumstances owns the grain?

Back came the helpful answer: "The skunks, undoubtedly."

A Special Book for Grain Handlers

"Westinghouse equipment for the Grain Industry" is the subject of a new deluxe book just released by Westinghouse Electric & Manufacturing Co. for the grain industry. It is a 28-page publication attractively printed in two colors, covering the application of Westinghouse equipment for the grain industry from the country elevator to the finished product. Specific subjects covered are . . . "Handling and Storing the Grain," "Milling the Grain," "Processing the Grain," plus three valuable sections on (1) "How to Select the Right Motor, Control and Circuit Protective Equipment," (2) "Timely Hints on Preventive Maintenance," and (3) "Useful Data for the Maintenance Man."

You may get a copy mailed to you in a special damage-proof package by writing direct to Department GFR Westinghouse Electric & Manufacturing Co., 20 N. Wacker Drive, Chicago, Ill.

Supply Trade

Moline, Ill.—W. S. Brashear is no longer with the Barnard & Leas Mfg. Co. A. J. Hesler, Pres. of the company, is now in charge of the business.

Silver Creek, N. Y.—Announcement was made recently of the engagement of A. C. Barbeau, Jr., vice-pres. S. Howes Co., to Miss Grace Lamb of Buffalo.

Schenectady, N. Y.—The 1941 memorandum booklet of the General Electric Co. is replete as usual with valuable tabulated electrical and engineering data and geographic information.

Chicago, Ill.—The Continental Chimney Co. has ready for distribution an illustrated brochure devoted to concrete restoration and waterproofing. A copy will be sent Journal readers upon request.

Schenectady, N. Y.—D. S. Mix of the publicity department of the General Electric Co. has been given the added responsibility for media and publishers relations, the work formerly handled by the late F. R. Davis.

Winston-Salem, N. C.—The federal grand jury on Feb. 10 indicted 64 fertilizer companies and 36 individuals on charges of violating the anti-trust laws by conspiring to maintain prices and restrict competition.

Kentland, Ind.—James M. Friedline of Fred Friedline & Sons, a graduate in Mechanical Engineering at Iowa State College, was married recently to Miss Dorothy Dixon of Mason City, Ia. The young couple will reside in Des Moines, Ia.

New York, N. Y.—Burlap prices for March-April deliveries shot up to \$12 to \$16 per bale of 2,000 yards early in February when cancellations of all British ship sailings from Calcutta were announced. Cotton bag material rose slightly in price on this news.

Chicago, Ill.—The Cardox Corporation has promoted Eric Geertz to vice pres. in charge of the fire division and Harry Ensinger to be sales manager in the same division. The Cardox method is to store a large bulk of liquid carbon dioxide under low pressure to extinguish fire.

Milwaukee, Wis.—Edward P. Connell, sec'y-treas. and gen'l mgr. of the Falk Corporation, died Feb. 8 after a short illness. Mr. Connell had been with the Falk Corporation for 28 years starting as an accountant in 1913 and later serving as purchasing agent and comptroller. He was appointed treasurer of the firm in 1939 and was named general manager in March, 1940.

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Feeds & Feeding

by
F. B. Morrison

Sixth Printing

20th Edition

This edition has been entirely rewritten and revised to contain the latest information on live stock feeding and nutrition. Entirely new compilations of recent analyses of American feeds are presented in the Appendix Tables. Extensive data are presented concerning the mineral and vitamin content of important feeds.

The only authoritative book on the subject of animal feeds and feeding. The result of over 38 years of exhaustive work in experimentation.

Its three parts, each divided into numerous chapters, cover "Fundamentals of American Nutrition," "Feeding Stuff," "Feeding Farm Animals." This new edition contains approximately 40% more material than the 19th edition, and contains 1,050 pages, including 95 informative illustrations. This book will enable any grinder and mixer of feeds more intelligently to suggest and compound worth while rations. Beautifully bound in black keretol, durable covers; weight 5 pounds, price \$5.00 plus postage. Send for your copy now.

Grain & Feed Journals

Consolidated

332 S. La Salle St.

Chicago, Ill.

Feedstuffs

Topeka, Kan.—House Bill 175, introduced Feb. 6, reduces the fees for the manufacture or sale of feedingstuffs.

Brewers dried grains production during January was 7,600 tons, against 6,900 tons in January, 1940, as reported by the U.S.D.A.

Albany, Ore.—Feed dealers here are organizing a local of the Oregon Feed Ass'n, with Ralph Senders as temporary chairman.

Distillers dried grains production during January was 19,100 tons, against 15,100 tons during January, 1940, as reported by the U.S.D.A.

Canadian millfeed production in December declined from the same month a year ago to 17,186 tons bran, compared with 25,215; 15,198 tons shorts, compared with 24,572, and 6,364 tons middlings, compared with 8,362, reports the Dominion Bureau of Statistics.

Toronto, Ont.—Agriculture Minister P. M. Dewar announced that effective Feb. 20 feed grain, with the exception of corn, will be shipped from Fort William to eastern Ontario points under the provincial freight assistance policy, until July 15, the governments paying the entire freight.

In a feeding trial of 308 days' duration at the Ohio Exp. Station comparing linseed meal, hydraulic cottonseed meal, and hydraulic cottonseed meal plus 2 lb. of ferrous sulfate per hundredweight as protein supplements for fattening steer calves, the rate and economy of gains were practically identical for the three lots, indicating that the addition of iron to cottonseed meal does not enhance its feeding value for this type of animal.

Portland, Ore.—For six years of the Eastern Oregon Experiment station, wheat has proved better than barley for fattening lambs. Animals fed wheat made more rapid gains and had more finish, higher dressing percentages and more desirable carcasses than similar lambs fattened on barley. Over the whole period lambs fed wheat gained at the rate of 9.21 pounds per month as compared with 8.28 pounds for barley. Contrary to common opinion, it was not necessary to start the wheat-fed lambs on oats or to finish them on corn; they started and finished on wheat. When at

regular intervals the grain ration was increased, lambs on wheat were just as anxious for more as lambs on barley; and no difficulty was experienced in getting heavy lambs to eat two pounds of whole wheat daily during the latter part of the feeding period.—F. K. H.

Soybean Meal as a Feed

By W. B. NEVENS, University of Illinois

Soybean meal (also termed soybean oil meal to distinguish it from ground soybeans) is widely used as a protein supplement in rations for dairy cattle. Sales of soybean meal and other feeds fed to dairy cattle:

Feed	Sales of Feeds in Indiana (Thousands of Tons)		
	1937	1938	1939
Brewers' and distillers' grains	5	2	3
Corn gluten feed and meal	2	1	3
Cottonseed meal	13	13	11
Fish meal	..	3	4
Linseed meal	6	5	4
Wheat, bran, middlings, etc.	93	76	78
Soybean oil meal	12	19	33
Totals	131	109	126

Proprietary cattle and dairy feeds	50	27	40
Proprietary calf meals	2	2	2
All commercial feeds	566	477	588

Indiana Cir. 255, 1940.

Soybean protein supplements and makes good the deficiencies in the proteins of the cereal grains. In feeding trials with dairy cows, proteins of soybean meal have been found equal to those of cottonseed meal, linseed meal, or ground soybeans.

In feeding swine and poultry and in laboratory experiments with rats, thoroughly heated soybean meal proved superior to partially cooked or uncooked meal. No such superiority has been demonstrated in feeding soybean meal to dairy cattle.

Digestion co-efficients of soybean meal are practically the same as that of its competitive protein supplements.

Some soybean meal contains additional minerals added for the purpose of fortifying the meal in calcium and phosphorus. However, this does not insure the same level of calcium and phosphorus in the final grain mixture for the reason that different amounts of soybean meal or other protein supplements are needed in grain mixtures used with various kinds of roughages. For example, to make a ton of grain mixture containing 13% total protein and suitable for dairy cows receiving only legume roughage, only 200 pounds of soybean meal need be added to 1,800 pounds of corn and oats. To make a ton of grain mixture containing 18% total protein and suitable for dairy cows receiving only medium quality nonlegume roughage, 500 pounds of soybean meal or other high-protein-feed must be added to 1,500 pounds of corn feed and oats.

Soybean meal is known to dairy farmers as a palatable feed. Trials (Ohio Bimo. B. 195) in which expeller, hydraulic and extracted meals were offered separately free-choice to cows, showed a preference for the expeller meal, whereas no marked preferences were found when these feeds were incorporated in grain mixtures. All of the commonly used protein supplements are readily eaten by dairy cows when these feeds form proper amounts of suitable grain mixtures.

Grain mixtures for dairy cows can best be made by use of finely ground protein supplements which are readily and intimately mixed with the ground grains.

Feed Prices

The following table shows the closing bid price each week for July futures of standard bran and gray shorts, cottonseed meal and spot No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis Spot		Kansas City	
	Bran	Midds	Bran	Shorts
Feb. 1.....	21.00	20.50	16.25	20.25
Feb. 8.....	20.50	20.25	16.50	20.10
Feb. 15.....	19.00	19.00	15.60	18.90
Feb. 21.....	19.00	19.00	15.75	18.60
	St. Louis*		Chicago Memphis	
	Bran	Shorts	Soy-beans	Soy Meal
Feb. 1.....	19.25	22.25	99½	22.75
Feb. 8.....	19.40	22.00	97	22.80
Feb. 15.....	18.75	21.00	93½	21.60
Feb. 21.....	18.90	20.75	93	21.25
	Cottonseed Meal		Kansas City	
	Ft. Worth	Memphis	Alfalfa	Chicago Corn
Feb. 1.....	34.00	24.25	21.70	63½
Feb. 8.....	33.00	24.30	21.70	64½
Feb. 15.....	33.00	23.10	21.70	63½
Feb. 21.....	32.00	23.15	21.50	62½

*St. Louis bran basis Chicago delivery; shorts St. Louis delivery.

Modern Feed Manufacturing

In his 15-minute radio broadcast over W.L.S. recently Wirt D. Walker of Chicago, said:

The foundation for commercial feeds was laid about forty years ago. About that time, the tremendous feeding value in wheat bran and shorts left over from the manufacture of flour and cereals for human consumption was discovered. Not only did the animals like these feeds, but they actually thrived and made better progress than before.

Later, cottonseed meal which up to that time had been used only as a fertilizer, was found to be rich in food elements. Cane molasses, skim milk, whey, brewers slops were other early additions to the growing list of waste products which today have a valuable place in modern feeding methods.

Balance is the backbone of commercial feeds that I mentioned a moment ago. First, if a feed is to be *productive*, a farmer must be sure that each ingredient contains known nutritional value, without variance. And, second, that each of those ingredients is balanced with every other ingredient . . . that is, they're in the proper proportions. And that proportion, or *balance*, is all important not only in a complete commercial feed but also in the case of a supplement which is used to balance the farmer's own home grains.

The true value of any commercial supplement is to furnish the animal with *needed* food elements, furnish them in the right proportion, or *balance*, which is lacking in the ration when home-grown grains are fed alone.

There are three factors that enter into the manufacture of a commercial feed that will produce economical results for the farmer and at the same time, build a desirable reputation for the firm. These three factors are the mill, or factory, in which the feed is manufactured, the laboratories in which the ingredients are tested and the experimental or research farms where the feeds are actually proved under average feeding conditions.

The chemical laboratory examines and analyzes each carload of grains and other raw materials which make up the ingredients of a commercial feed. The purpose of this examination is to determine the proteins, fats, fibres, and the quantities of minerals, starches, sugar, moisture, and vitamins.

In order to be doubly sure, most manufacturers go a step further. They test these feeds under actual farm conditions. It's here that results count. Every feed has to stand on its own feet because accurate daily records are kept, results are checked and rechecked constantly so that we know without a question of a doubt just what the dollars and cents value of each feed is when fed on the average farm.

On a farm where they kept some pretty close records to see where the money went they found that 75 pounds of grain alone produced an average of 59 spring eggs. They found that a mixture of 38 pounds of grain together with 37 pounds of commercial laying mash produced 179 eggs. Let's figure that out from a dollar and cents angle. Figuring grain at about 2c a pound, it cost \$1.50 for feed for the hen laying 59 eggs. And figuring eggs at 2c, the income was \$1.18, or a loss of 32c. For the other hen, the grain cost 76c and the mash at 3c a pound figured \$1.11 or a total feeding cost of \$1.87 against an egg income of \$3.58, a profit of \$1.71!

Of course, in addition to these types of feed, there are a great many other types of commercial feeds manufactured, among them being turkey feeds, duck feeds, rabbit feeds, dog feeds, pheasant and other live game bird feeds, even down to rat and mouse feeds which are used only in the large research laboratories scattered thruout the country. Some of these feeds are specialized further by being manufactured in different forms, such as cubes, pellets, various degrees of cooking or kibbling, to meet every kind of feed requirement.

Soybean Oil and Vitamin A

S. M. Hauge, J. H. Tilton and J. W. Wilbur report in the Journal of Dairy Science that crude soybean oil was treated with Nuchar and with a special sodium aluminum silicate adsorbent in an attempt to remove the vitamin A-suppressing factor which interferes with the transference of vitamin A activity of the feed to the butterfat secreted by dairy cows. It was found that Nuchar removed the factor from the oil while the special Na Al silicate adsorbent was without effect. The action of the Nuchar was shown to be that of adsorption rather than of inactivation. Acetone did not elute the active principle adsorbed on the Nuchar altho the acetone did extract oil, sterol glucosides, coloring matter and other substances.

Mutual Millers and Feed Dealers Hold Mid-Winter Confab

Over 100 delegates to the one-day mid-winter convention of the Mutual Millers & Feed Dealers Ass'n gathered at the Hotel Buffalo, Buffalo, N. Y., during the forenoon of Feb. 7, preparatory to a crowded afternoon business session.

PRESIDENT GROVER TOWN presided over the business session and introduced the speakers.

FRED A. McLELLAN, vice president of the Grange League Federation, historically traced the history of the grain, feed and flour business, noting the shifting of market and milling centers from one section of the country to another in response to the shifting of transportation service and commercial grain producing areas.

CAPT. W. V. MORROW, U. S. army recruiting officer, talked on the relationship between civilians and the army and described the benefits of army life for young recruits and draftees.

DR. AUGUST PACINI, Minneapolis, spoke on wheat germ oil. He explained how this product has corrected nutritional vitamin E deficiencies in experiments and in field work, and noted that a number of feeding authorities have modified their views to admit the possibility, even probability of vitamin E deficiencies in normal livestock and poultry rations.

RAY BOWDEN, St. Louis, executive vice

president of the Grain & Feed Dealers National Ass'n, spoke on national legislation affecting the grain, feed, and milling industries which may be expected to wear its way thru the legislative hopper when the press of war preparedness measures is over. He named farm legislative proposals ranging from price fixing to expansion of federal government subsidies, but expected little to be done about them until our position with respect to foreign wars is clarified.

A satisfying banquet and entertaining floor show was the contribution of the Buffalo Corn Exchange and the Buffalo Flour Club to the enjoyment of the delegates which lasted until far into the night.

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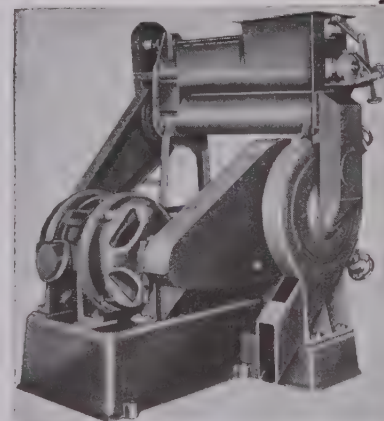
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The Sprout-Waldron "Junior Model" pellet mill has simplified the process of pelleting feed-stuffs and its initial cost puts this rapidly increasing market within the reach of all.

Bulletin 2000-J illustrates and describes the "Junior Model" pellet mill. Write for it today.

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Chart for Estimating Value of Concentrates

For practical purposes a common method of determining the relative feeding value of concentrates at going prices is to determine the monetary values of digestible protein and digestible nonprotein (T. D. N., total digestible nutrients, minus digestible protein) in two standard feeds of known market value, such as corn and cottonseed meal, and then to apply these values to the protein and nonprotein of other feeds. If the price of corn or cottonseed meal changes, the relative values of all other feeds also change.

In order to save laborious calculations, a chart (herewith) has been prepared from which the feeding values of concentrates in dollars and cents may be estimated quickly. This form of chart was originated by W. E. Petersen of the University of Minnesota. A larger copy of this chart can be obtained by writing to the Bureau of Dairy Industry, U. S. Dept. of Agri., Washington, D. C.

Corn Substitutes for Pigs

Results are summarized of 42 trials, conducted at the Ohio Exp. Station, comparing the value of 9 different feedingstuffs as complete substitutes for maize and of 34 trials comparing 12 different feedingstuffs as partial substitutes for maize in the ration of growing and fattening pigs.

With shelled maize having a value of 100, values of the various complete substitutes for maize were: ground barley 100.3, maize oil meal 69.5, white hominy feed 107.2, ground oats 78.7, hulled oats 135.8, ground rye 93.9, ground wheat 107.6, flour wheat middlings 102, and standard wheat middlings 90.2.

Feeds ranking high as partial substitutes for maize included maize germ meal, maize oil meal, hulled oats, oat middlings and rice polish, coconut oil meal and wheat flour middlings. Certain feeds, particularly maize oil meal, had a high maize replacement value when given in limited quantity but a much lower value when used to replace a higher percentage of maize.

The results of similar trials at other stations are also compiled in Bulletin 607 and summaries are tabulated which indicate the relative values of some 28 feeds used as complete substitutes for maize and 24 used as partial substitutes.

The calendar of the R. C. Davis Cotton & Grain Co., Charleston, Mo., evokes a sympathetic smile for the young lady in distress lest too much of her anatomy be exposed.

New Feed Trade-Marks

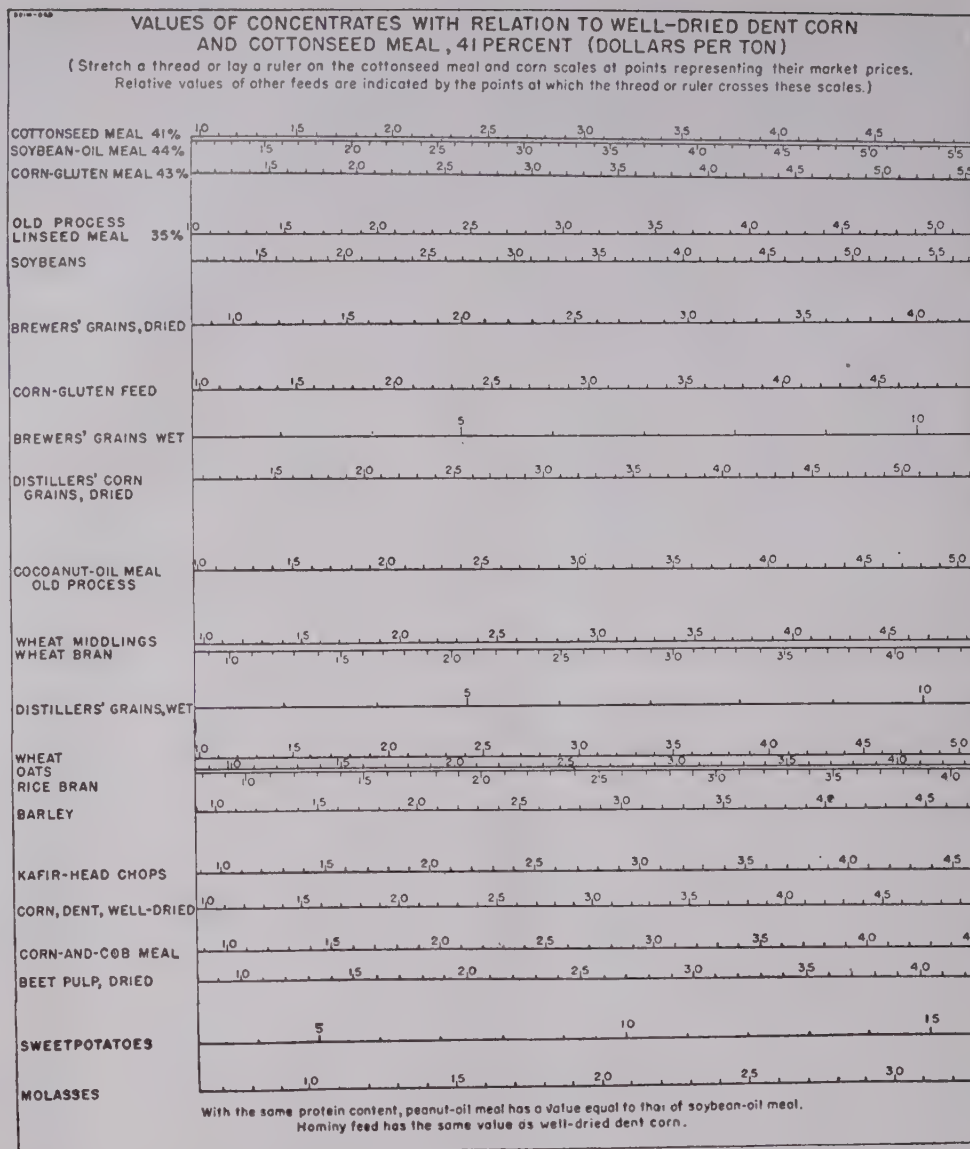
CURBAY B-G is trade mark No. 429,379, filed by U. S. Industrial Chemicals, Inc., New York, N. Y., for dried molasses fermentation residue product rich in riboflavin for use as a poultry and livestock feed supplement.

FUR-PRO is trade mark No. 436,666, filed by The Borden Co., New York, N. Y., for a food supplement consisting of skim milk, lactoflavin concentrate, rice polish, dehydrated cheese and feeding oil, for use in food for fur bearing animals.

A RECTANGLE of joined hexigons, each bearing the picture of the head of a calf, a cow, a horse, or a pig, is trade mark No. 409,629, filed by A. E. Stewart and M. H. Stewart, doing business as Graino Feed Mills, Greensboro, N. C., for stock feed.

ENZENTRATE is trade mark No. 435,194, filed by The Borden Co., New York, N. Y., for a food supplement consisting of skim milk, dehydrated cheese, rice polish extract, added feeding vitamin A and D oil, vitamin B₁, lactoflavin concentrate, and carotene for use in dog food.

BLUE STREAK over a large representation of a flash of electricity, inclosed in a rec-



tangular design incorporating similar representations of electrical discharges at the corners, is trade mark No. 436,014, filed by D. E.

Horn & Co., York, Pa., for poultry, dairy cattle, horse, hog, sheep, pigeon, rabbit, goat and steer feeds.



Russell Grain Co.
Hilliards, Ohio

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Poultry Feeds and Feeding

Chicago, Ill.—Under sponsorship of the National Turkey Federation, the National Poultry & Egg Board, and others, National Turkey Day, and National Turkey Week was celebrated Feb. 16-22.

Prices received by farmers on Jan. 15 for eggs, chickens and turkeys were higher than a year earlier, while feed prices were lower, resulting in more favorable feed-egg, feed-chicken and feed-turkey ratios than in January of last year.—M. S. D. A.

Des Moines, Ia.—The state senate on Feb. 11 passed the agricultural committee bill on chick hatcheries applying state regulations to persons or organizations producing or selling more than 1,000 chicks a year in Iowa. A \$10 inspection fee would be required for each such establishment and the department of agriculture would use proceeds to finance inspection. The bill also requires the persons selling chicks to label the packages to show the number and, with at least approximate accuracy, the sex of the chicks.—Art Torkelson.

Washington, D. C.—Hatchery chick production in January was 42 per cent larger than in January, 1940; the number of eggs set, 61 per cent larger; and advance orders for baby chicks on Feb. 1, 41 per cent larger. January hatchings represent only a small proportion of the total chicks hatched during the year and may show considerable change from a year earlier without any material effect on the year's hatchings. January hatchings, however, are significant with respect to late winter broiler production.—U.S.D.A.

Labeling Vitamin D Products

W. G. Campbell, commissioner of food and drugs, has recently cautioned manufacturers and distributors to avoid misrepresenting the potency of vitamin D in chick rations. He announced that

For some time, poultry raisers have used cod liver oil as a source of vitamin D in prevention of rickets in chickens. The users of cod liver oil for this purpose have become familiar with the statement of vitamin D potency in terms of U.S.P. units and are able to utilize such information in compounding poultry feeding rations.

For various reasons there is an increasing variety of products other than cod liver oil appearing upon the market as sources of vitamin D for use in poultry feeding. In some instances the antirachitic effectiveness for chicks of the vitamin preparation cannot be measured by the U.S.P. method because of the difference in biological activity for the chick of various forms of vitamin D.

Activated ergosterol and blue fin tunaliver oil are vitamin D preparations which do not afford the chick the same degree of protection against rickets as does cod liver oil of equal potency as determined by the U.S.P. method. The Association of Official Agricultural Chemists, recognizing the existence of this condition, adopted a method utilizing chicks for measuring the anti-rachitic value of vitamin D preparations intended for poultry feeding. The unit used in describing the vitamin D potency is the A.O.A.C. chick unit. By definition, this unit is equal in biological activity for the chick to one unit of vitamin D in U.S.P. reference cod liver oil.

An article which may be used as a source of vitamin D for poultry or an ingredient which may be used to increase the vitamin D content of such a product, labeled only in terms of U.S.P. units, may be misbranded under the Food, Drug, and Cosmetic Act for failure to reveal facts material in the light of such a representation, in accordance with section 201(n), if the article does not supply the same number of A.O.A.C. units as U.S.P. units in a given quantity of material.

The label of such a product should reveal the fact that the declaration of the vitamin D potency in terms of U.S.P. units is not a reliable index of its anti-rachitic value for the chick. This may be accomplished by a label statement in connection with the potency declaration to the effect that the vitamin D in the article is in whole or in part unavailable to the chick, or by an additional potency declaration in terms of A.O.A.C. units.

Feed Men Finance Poultry Production

Eastern as well as western feed dealers finance production of broilers by an arrangement by which the dealer furnishes the birds and the feed while the farmer handles the actual production.

The farmer is guaranteed 5 per cent of the gross sales revenue from the birds regardless of whether they turn out profitable or not. Then, after deduction of the retail feed costs, and the retail cost of the original chicks, he gets 75 per cent of the net profit above all expenses. This encourages the farmer so financed to make every honest endeavor within his control to produce a profit. If the finances of the grain and feed dealer can stand the pressure, this plan is a great producer of volume sales of feed.

Effect of Cottonseed Oil on Hatchability

The South Carolina Agricultural Experiment Station in Technical Contribution No. 76, by R. C. Ringrose, C. L. Morgan and E. J. Lease, gives the result of an investigation into the effect on hatchability of eggs of inclusion of cottonseed oil in the feed.

Studies by various investigators have shown that cottonseed meal may replace part of the animal protein in rations for laying hens, but few results of its effect upon hatchability of eggs are available. Ahrens (1917) found that eggs produced on a ration containing 6% cottonseed meal hatched as well as, or better than, eggs produced on a ration containing meat scrap, but on a ration containing 20% cottonseed meal hatchability was reduced. Berry (1930) found that a ration containing 15% cottonseed meal gave a 30% reduction in hatchability as compared with a tankage ration. In this experiment the hens were on alfalfa range. Kempster (1930) reported that hatchability of eggs may be affected by the use of cottonseed meal in the laying ration. Morgan (1931) reported very unsatisfactory hatchability of eggs from hens fed on rations in which cottonseed meal replaced meat scraps. Further studies at this station with cottonseed meal in laying rations gave varying results on hatchability. Since the oil content of the cottonseed meal used varied considerably it appeared desirable to obtain information on the effect of cottonseed oil upon the hatchability of eggs.

The South Carolina Station summarizes its findings as follows:

The addition of crude cottonseed oil to a satisfactory ration for laying hens markedly reduced the hatchability of the eggs produced. Cottonseed oil at a level of 3.6% of the ration reduced hatchability from approximately 80% to less than 30%.

Wesson oil and crude soybean oil fed at a level of 3.6% and crude peanut oil at a level of 7% did not affect hatchability.

The saponifiable fraction of the crude cottonseed oil contained the factor (s) but the non-saponifiable fraction had no effect upon hatchability. The distillable ethyl esters of the fatty acids of cottonseed oil did not affect hatchability.

Neither oxidation of the cottonseed oil nor heating for two hours at 175° C. destroyed the factor (s). Rancidity of the oil was not a factor affecting hatchability.

Refining the crude oil by filtering and alkali treatment did not destroy the factor (s) affecting hatchability. Hydrogenation of both the filtered crude cottonseed oil and the refined oil completely destroyed the active factor (s).

Neither additions of vitamins A, D, and E, nor dried pork liver to the rations containing crude cottonseed oil improved hatchability.

Thiamin Antineuritic?

Arnold P. Meiklejohn declares in the New England Journal of Medicine that the condition produced in animals by thiamin deficiency is not a true peripheral neuritis. The associated physical symptoms are due to a metabolic disturbance of the central nervous system. The polyneuritis associated with alcoholism, pregnancy and gastrointestinal disturbances is due to a nutritional deficiency but it has not been demonstrated that it is due to deficiency in thiamin.

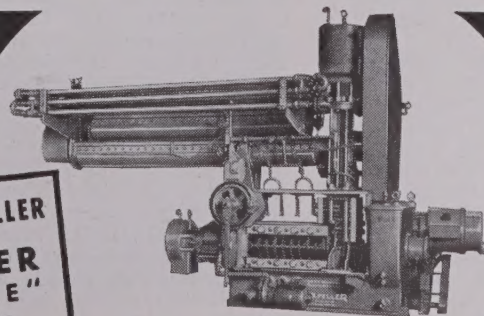
Several factors of which thiamin may be one appear to be involved. Treatment of nutritional polyneuritis should include an ample and nutritious diet supplemented with preparations of vitamin B complex. Additional thiamin may be beneficial for treatment of the cardiovascular disturbances of beriberi and for relief of the muscular pain and weakness in nutritional polyneuritis.

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Uses of Poultry Feed

FOR GROWTH.—The growing chicken uses its feed less efficiently as its live weight increases. This is because the maintenance requirement becomes larger as the chicken becomes heavier. Very young chickens may gain as much as four-tenths of a pound in live weight for each pound of feed they consume; but when chickens are almost fully grown they may require five or more times as much feed to make the same gain, writes Harry W. Titus in U.S.D.A. Bulletin No. 1841.

The change in efficiency of feed utilization with increase in live weight is shown by the fact that the second 5 pounds of feed consumed by a chicken of one of the heavier breeds produce only 80 to 85 per cent as much gain as do the first 5 pounds. The third 5 pounds produce only 80 to 85 per cent as much gain as do the second 5 pounds, and so on for each successive 5 pounds of feed. In the lighter breeds the efficiency of feed utilization decreases somewhat more rapidly than it does in the heavier breeds. In general, male chickens use their feed more efficiently for growth than do the females.

FOR EGG PRODUCTION.—Usually a pullet begins to lay before her growth is completed. This means that some of the feed consumed by a pullet during her first 4 or 4½ months of egg production is used for growth and that the remainder is used for maintenance and for producing eggs. In the yearling hen the feed is used chiefly for the last two purposes, but some is used for regaining the weight lost during the molt, which usually occurs during the last few months of the pullet year.

On an average, nearly 1½ ounces of water and 1½ ounces of feed, in addition to that required to take care of the growth and maintenance requirements, are required for the production of an egg. Since the maintenance requirement of a chicken depends chiefly on its live weight, it follows that of two birds of the same live weight the one that lays the more eggs will require the more feed. Because chickens of the lighter breeds require less feed for maintenance than those of the heavier breeds, the former are more efficient in their utilization of feed for egg production, if both lay at the same rate.

FOR FATTENING.—Often chickens are fed special diets for a short time before they are to be killed and marketed. This special feeding is sometimes referred to as "fattening" but "finishing" is a more correct term. Chickens do not fatten readily while they are still growing rapidly; however, after they are fully grown, or nearly grown, they may be fattened—in the true sense of the word—if they are in good health and are fed properly.

The fattening of chickens ordinarily is not an economical process, because a rather large quantity of feed is required to produce a pound of fat. On the other hand, the finishing of chickens for market is often profitable, because the quality and market value of the carcass are usually improved and fairly large gains in live weight may be made, even though no appreciable fattening takes place. In the younger birds the gain in live weight is due almost entirely to growth, but in the older birds it is due in part to the deposition of fat.

During the finishing process broilers that have an initial live weight of 1½ to 2 pounds require only 4 to 5 pounds of feed for each pound of gain; roasters that weigh 4 to 5 pounds at the start require 6 to 8 pounds of feed for each pound of gain; and capons and fowls, which are generally heavier than roasters, require 8 to 10 pounds. In the case of the last three classes of market chickens, the finishing process would not be economical, because of the relatively large quantities of feed required, if it were not for the fact that there is usually an improvement in the market quality of the final product which results in an increase in the price per pound.

Nutrition Research

By PROF. H. C. WILCKE, Department of Poultry Husbandry, Iowa State College, Ames

Nutrition research may be divided into six distinct fields: protein, carbohydrates and fats, fiber, vitamins, minerals, and water. This last should be very simple. A recent paper by Heywang, of the U.S.D.A., tells the effect of cold drinking water on chick growth and yolk absorption. This practical work should be of particular use to hatchery men, since either the hatchery or the feed is blamed when the flock owner has trouble with chicks.

Mineral research, particularly trace elements in mineral nutrition, has been given more attention in the last few years. Minerals in the animal body constitute the greater part of the skeletal system; form a part of tissues and muscles; are necessary to proper muscle tone; are necessary to maintenance of proper osmotic pressure; assist in maintaining the proper degree of acidity in the intestinal tract, and affect the secretions of certain ductless glands.

Research reveals a variation of as much as 200% or more in calcium or phosphorus content of grains from different types of soils. This is true also of other mineral elements.

Chicks require a ration carrying at least .5 of 1% phosphorus and from .66 to .75% calcium, and a ratio of 1.5 parts calcium to 1 of phosphorus appears most satisfactory. Excessive amounts of either phosphorus or calcium tend to produce slipped tendons or perosis.

Manganese will prevent most perosis in chicks, but not all. Another mineral is needed. Manganese is needed in very small quantities, only 50 parts per million, which can be supplied by adding four ounces of manganese sulphate per ton of feed. Precipitated carbonate, or the chloride may also be used, but a manganese silicate and the natural carbonate are not effective.

Choline, one of the constituents of lecithin, is necessary to prevent perosis in turkeys. Jukes of California found that when choline was absent it was not possible to prevent perosis in turkeys by addition of manganese to the diet, but in the presence of choline manganese prevented perosis. Turkey poult require twice as much manganese as chicks.

Salt may be an effective help in preventing cannibalism in chickens. Ordinarily, best growth results from ½% to 1% salt in the starting ration, but the U.S.D.A. recommends that the salt volume be increased by ½% until the upper limit of from 2% to 3% is reached as a means of checking cannibalism.

Smith and Spector of Arizona have found that mineral oil, when fed at a level of 10%, had no effect upon the rate of growth of rats, but that it did affect the reproduction of females in that it shortened the period of fertility, decreased the number of litters per female, and also the number of young which could be reared to weaning age. The vitamin A reserves in the livers of rats fed oil were lower and these rats had an increased requirement for vitamin D. Feeding of mineral oils interfered with retention of calcium and phosphorus. Henderson and others at the Iowa station have found that the chick can tolerate up to 10% of fat supplied in the form of soybean oil without any detrimental effect upon the rate of growth, but when higher levels of soybean oil were fed, the growth rate was reduced. The fat requirements of the chick are low. We are quite safe when feeding our average poultry ration carrying 4½% to 5% of fat.

Oat hulls have been found to be a source of material which will prevent gizzard erosion in chicks. Other sources are wheat bran, wheat middlings and alfalfa. Investigators agree that cholic acid, a constituent of bile, is effective in preventing this erosion, and that the erosions result from general malnutrition which is corrected by use of oats, bran, and similar materials.

Addition of oats or oat hulls to a feed made

up largely of either corn or oat groats, with appropriate protein, mineral and vitamin supplements, improves feather growth. Bearse and others at the western Washington experiment station have found that oat hulls, or more specifically oat ash obtained by digestion with dilute acid, would control cannibalism and improve the quality of feathers when fed in sufficient quantities to produce a level of 11% fiber.

Grain dealers reporting payment of \$800 to a single man, or \$2,000 to a married man on tax form 1099, will favor such employees by explaining that gross income (not net) is the determining factor governing liability for filing federal income tax returns.

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S. C. Corkin, who manages the New Palestine Elevator Co., at New Palestine, Ind., complains that it is hard for him to keep his office and merchandise display room clean.

The reason is that he keeps chickens in a room above the office and the hot air heating system carries feed and litter dust thru the draft openings.

Purpose of the chickens is to experiment with feeds. Mr. Corkin handles a line of commercial feeds, grinds and mixes feeds to formula, and makes poultry feeds under his own "Tip Top" brand.

In order to show comparative feeding results, Mr. Corkin starts comparative batches of day-old baby chicks about the middle of November. When the baby chick season begins in late January and early February, these chicks are from 10 to 16 weeks old and Mr. Corkin has carefully detailed records of their progress.

In conducting an experiment, Mr. Corkin charges up to each batch of birds the full retail price of the feed, so that the customer has accurate cost records on progress, as well as the exact amount of each feed that each batch of chicks eat to a given age.

Starting 400 Barred Plymouth Rock chicks in this experimental room last Nov. 15, Mr. Corkin lost only 14 birds to the end of January, when the birds were 12 weeks of age and averaged $2\frac{1}{2}$ to 3 pounds each when sold.

The 400 chicks cost Mr. Corkin \$23.60 when he put them on feed. When sold they brought 60c each as broilers, showing a neat profit on the original investment, plus the customary retail profit on the three tons of feed the birds consumed at a retail price of approximately \$130. Over and above feed costs the birds showed a profit as broilers of approximately \$75 in the three months they were fed.

"It is surprising how many folks want to see this experimental room and look at the birds and examine into the costs of growing them," says Mr. Corkin. "Farm women, especially. They are the ones who feed chickens. And I find that my records and the looks of the birds sell a lot of feed for me."

When the baby chick season begins, Mr. Corkin cleans out his experimental room to hold retail stocks of chicks. He sells baby chicks every season. His sales have doubled in each of the three years he has handled them. Now he averages about 15,000 per season. The birds are of all breeds, but all are from tested, pure bred stock. To his ex-

perimental room ahead of the season he attributes much of the volume of business done annually.

Of course, he doesn't depend entirely upon the experimental room in the second story of his office. He talks baby chicks and poultry feeding at every opportunity and advertises wisely. Having no local paper in his own city, he sends to a carefully compiled mailing list of 300 farmers in his tributary territory a mimeographed direct-by-mail piece every month. During the height of the baby chick season he increases the frequency of mailings to every week. These mailing pieces give feed prices and baby chick prices, and suggest purchase of other lines the elevator handles, like poultry remedies, brooders, and poultry supplies.

The New Palestine Elevator Co. does a general farm merchandising business as well as a grain business. It operates a 40,000 bu. grain elevator equipped with seed cleaners, a hammer mill, feed mixer, corn cracker and grader and other machinery necessary to a general farm supply business. Besides purchasing grain and field seeds, it retails to farmers feeds, fencing, poultry supplies, hybrid seed corn, gasoline and oil and kindred needs.

Part of the retail plan is display. Small items are stocked on shelves in a small display room at one end of Mr. Corkin's office, and he attributes many sales of these to prominent display with prices plainly marked.

Measuring Vitamin Concentrations

In the thiochrome method of determining vitamin B₁ and in the method of D. B. Hand in determining vitamin B₂ it is necessary to measure the fluorescence of a solution, for which purpose the Photovolt Corporation has designed the Lumetron Fluorescence Meter shown in the engraving.

Instability of readings by other devices caused by fluctuations in the light output of the mercury vapor lamp are eliminated. Stable readings are obtained by use of a balanced bridge circuit.

The light enters the sample holder in a strictly parallel beam. Two high-sensitivity self-generating photocells, acting in parallel, are arranged on the two sides of the sample holder so as to utilize the greatest possible amount of fluorescence and to permit measurement of extremely low concentrations. About 12 cc of liquid are sufficient for fluorescence determination. Color filter between sample holder and photocells eliminate the influence of primary (ultraviolet) light which may be scattered by suspended particles in the solution, thus excluding the effect of turbidity.

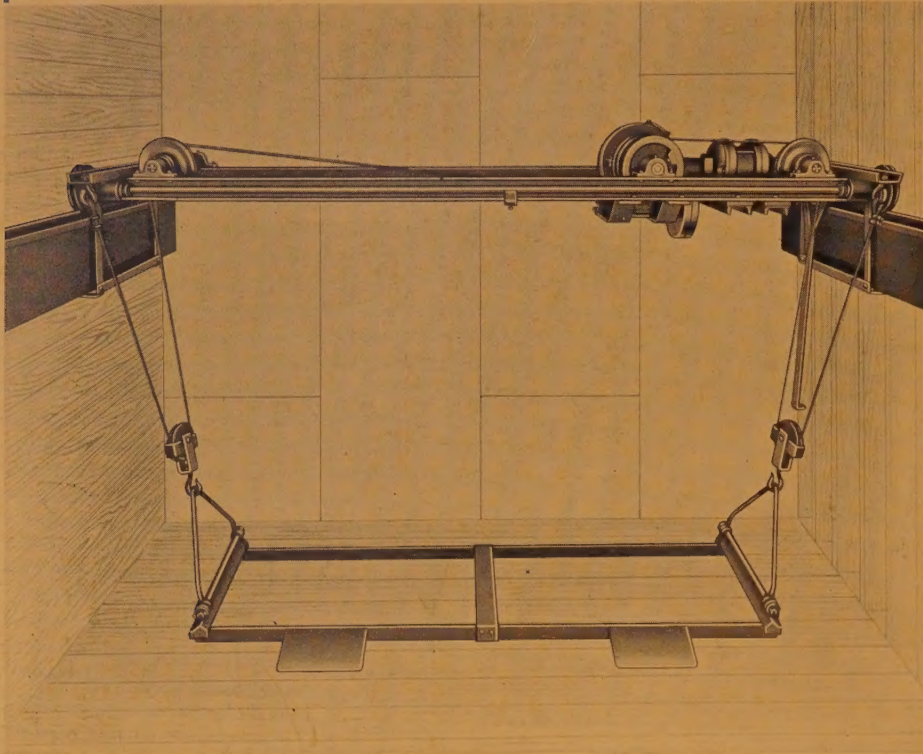
A high-sensitivity multiple-reflection galvanometer, recently developed by General Electric Co., is used as current indicator. It serves as a zero instrument to indicate the circuit being in balance so that the use of a calibration chart is not required. Readings are taken directly on the dial of a slide wire of linear characteristics. To avoid non-linearity of readings, caused by the logarithmic response of photocells if working against a load resistance, the cells are connected in a "zero potential circuit" in which the measuring cells operate against zero resistance when the galvanometer indicates balance.

A further important feature of the design consists in the fact that the same instrument can be used for transmission measurements. Such measurements, involving ultraviolet absorption, can be used, for instance, to determine vitamin A concentration. Moreover, the mercury vapor lamp can easily be replaced by an incandescent lamp so as to extend the field of application of the instrument to the determination, by means of transmission in the visible range, of vitamins C, D, E, carotene and nicotinic acid as well as to general colorimetric and abridged spectrophotometric work.



The 40,000 bus. elevator and feed mill of the New Palestine Elevator Co., at New Palestine, Ind. Above, left: Manager S. C. Corkin stocks poultry remedies and supplies on display shelves in his office. Above, right: Manager Corkin with a few of the broilers he grows during winter months.

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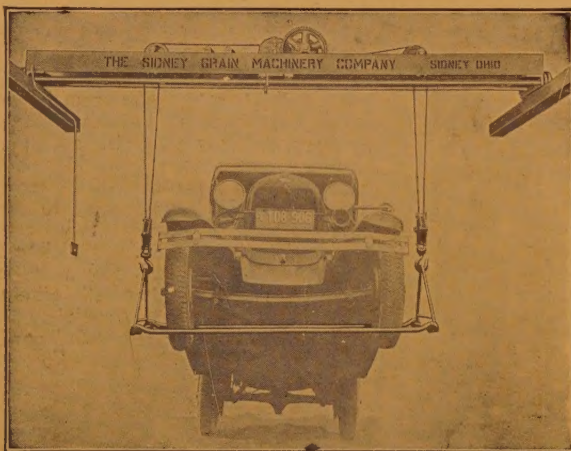
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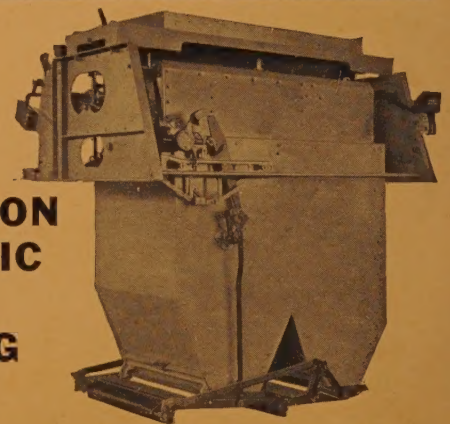
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